

FIG. 1A

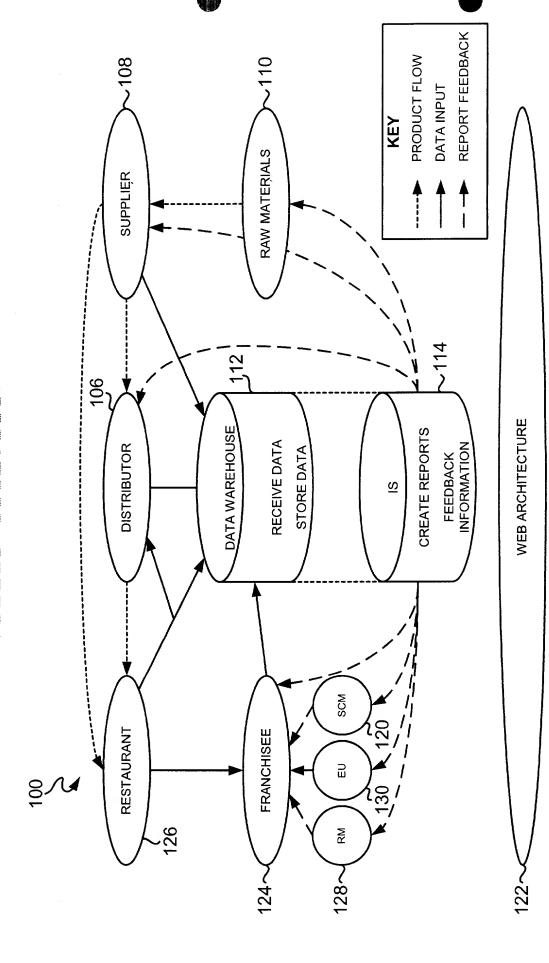


FIG. 1B

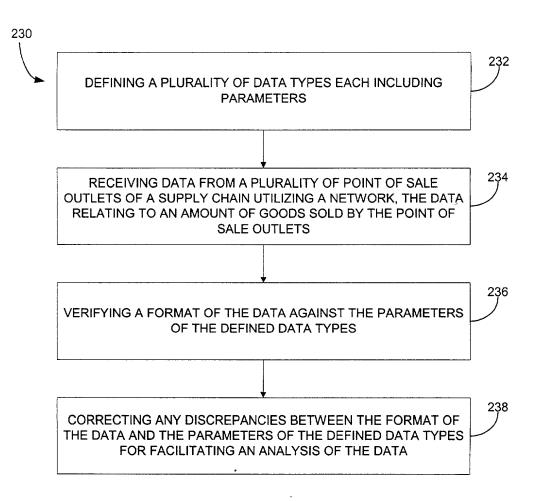


FIG. 2

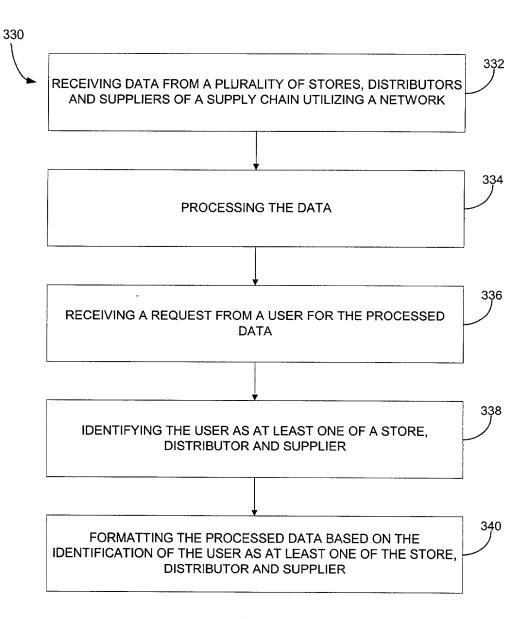


FIG. 3

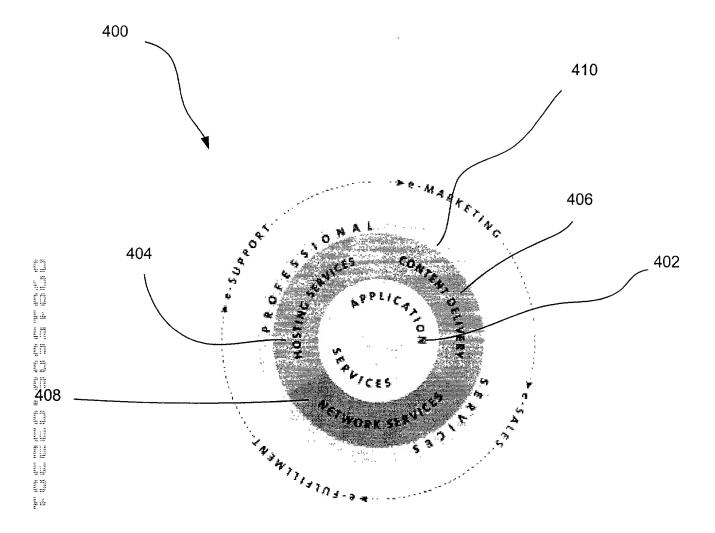


Fig. 4

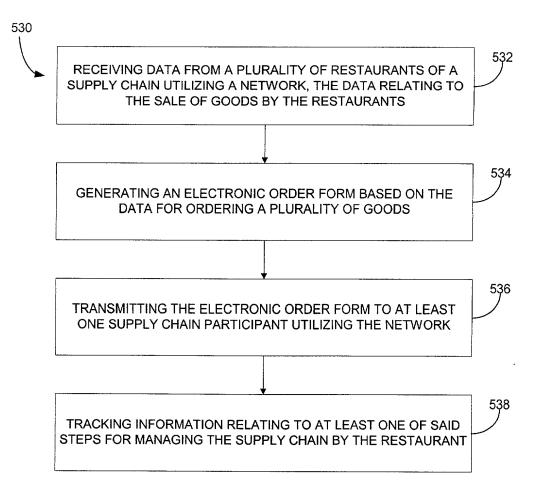


FIG. 5

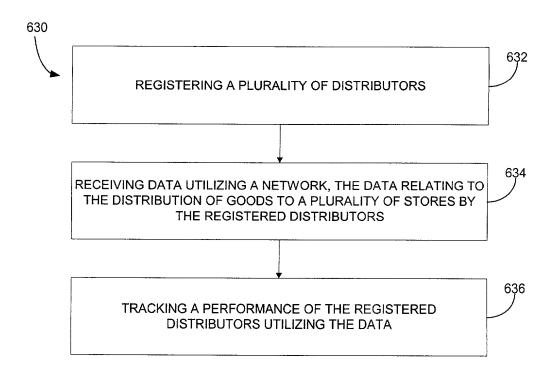


FIG. 6

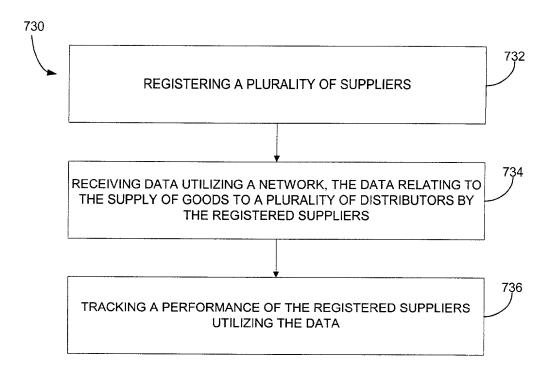


FIG. 7

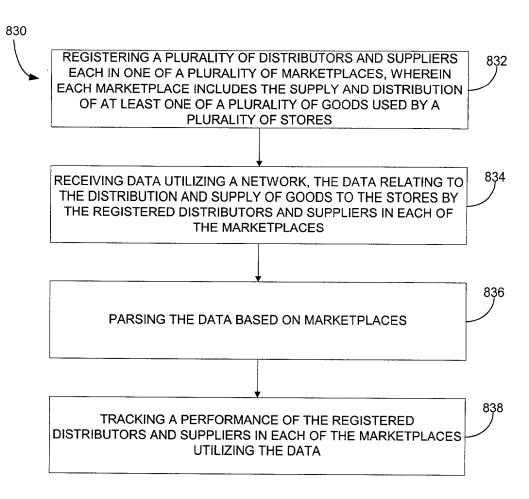


FIG. 8

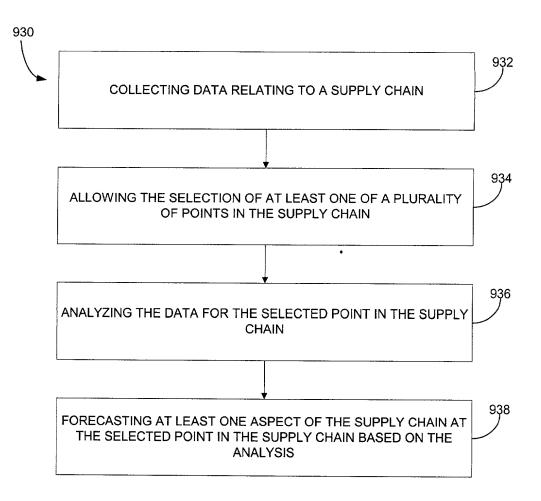


FIG. 9

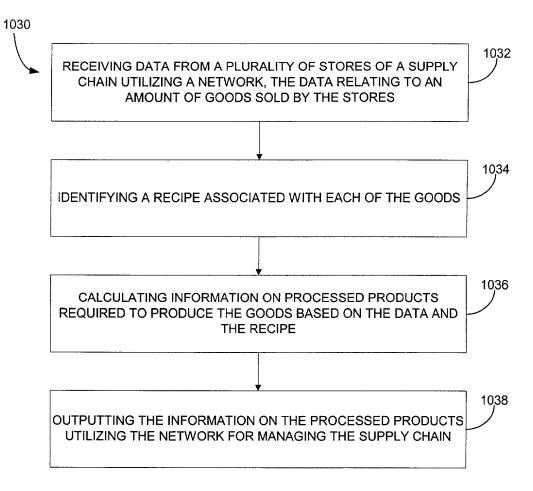


FIG. 10

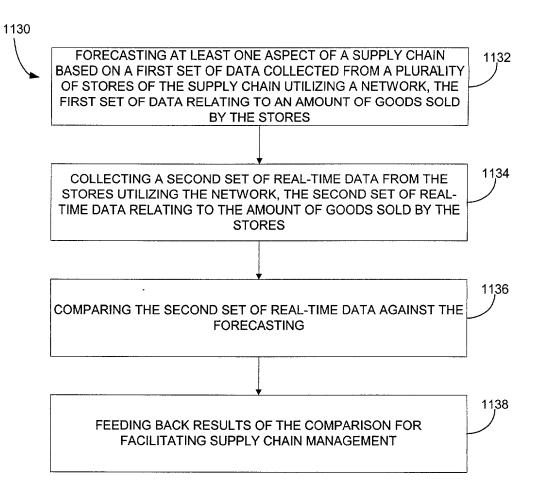
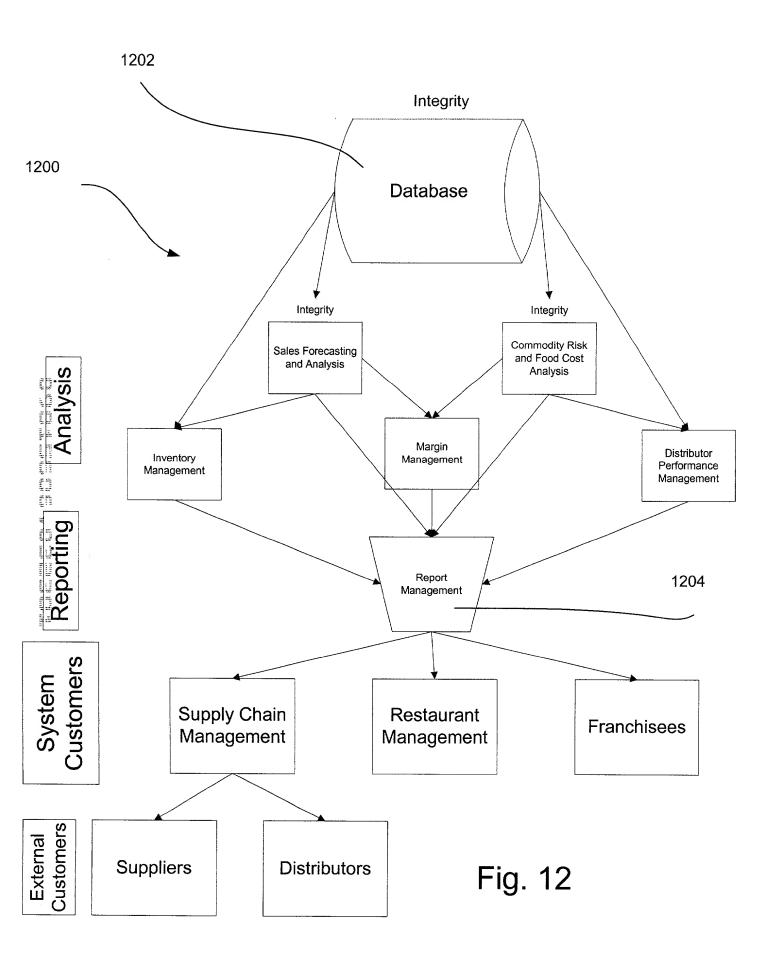


FIG. 11



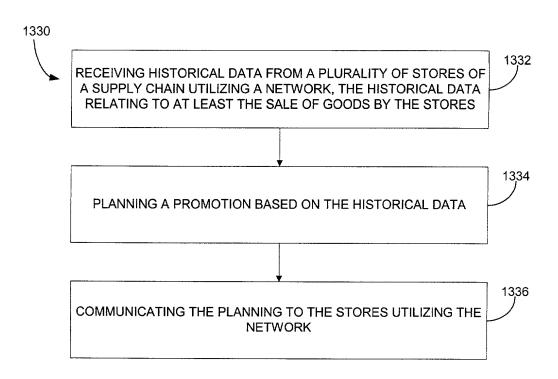


FIG. 13

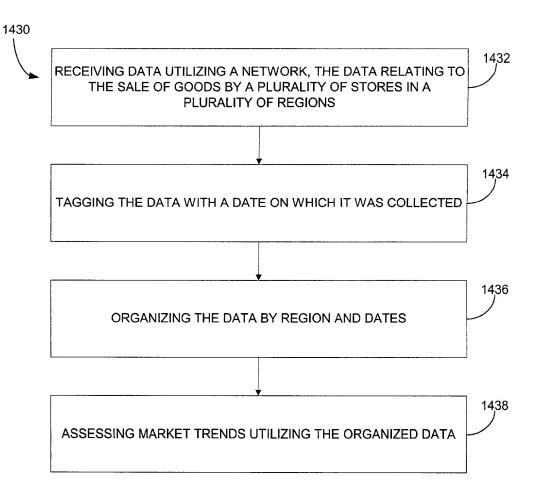


FIG. 14

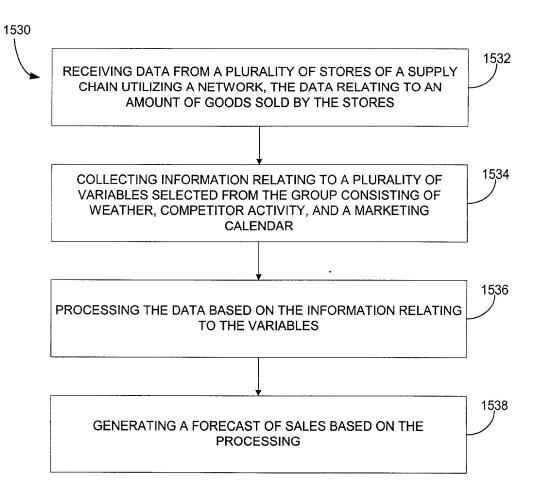


FIG. 15

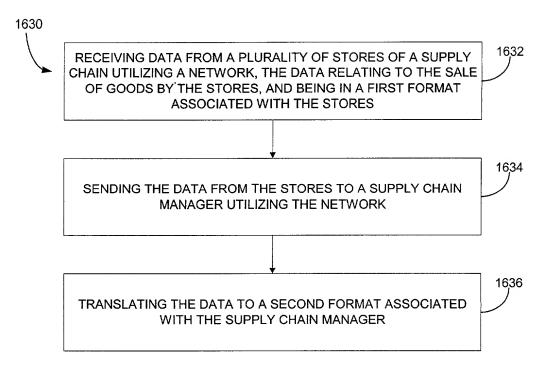


FIG. 16

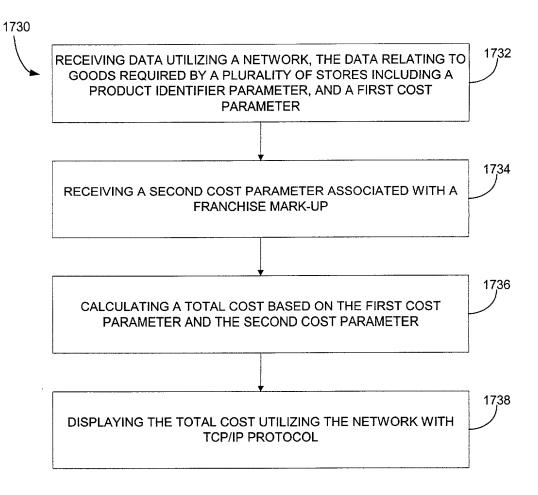


FIG. 17

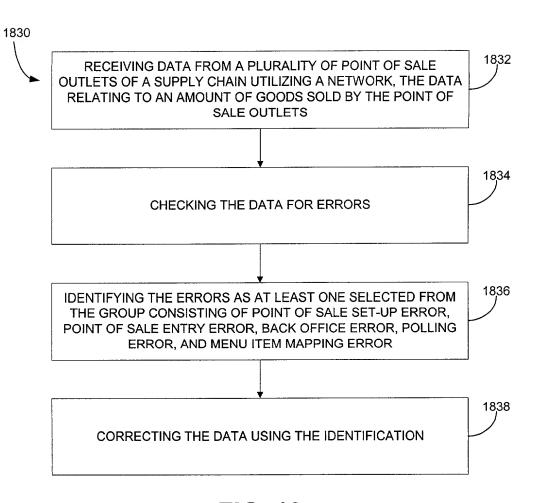


FIG. 18

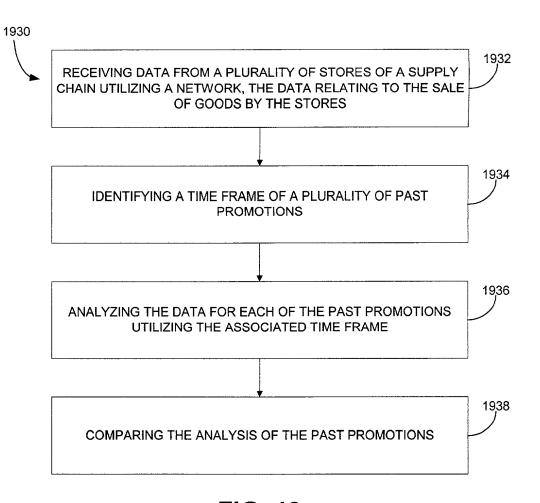
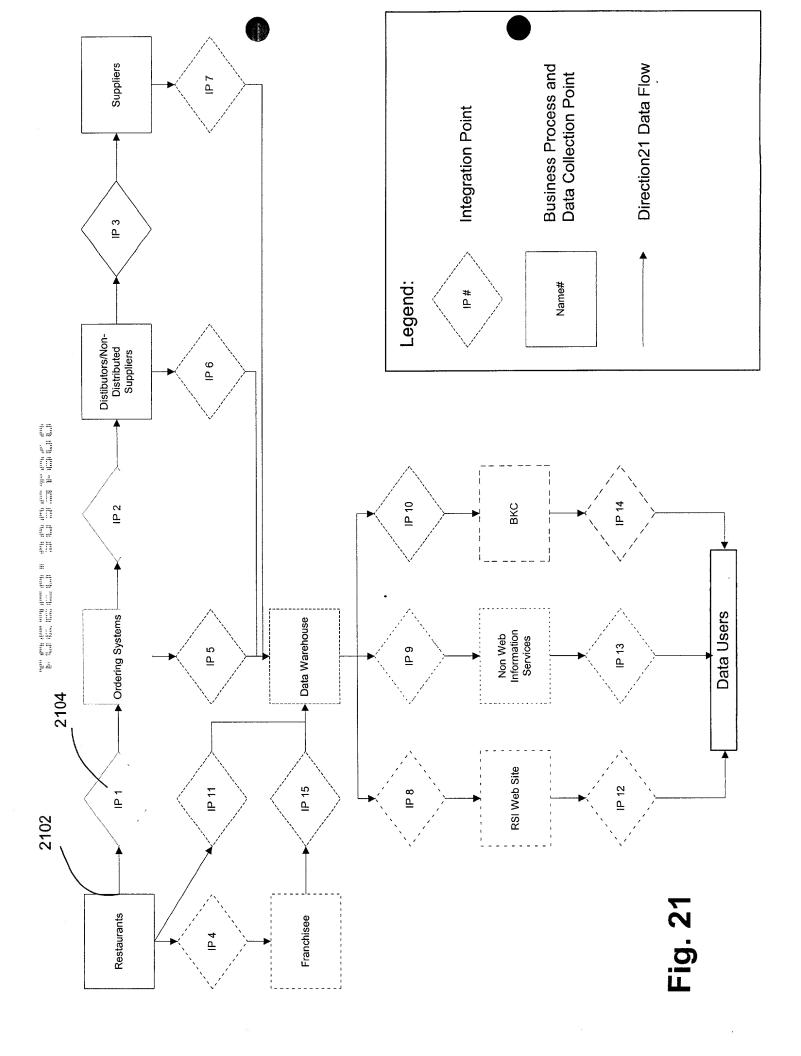


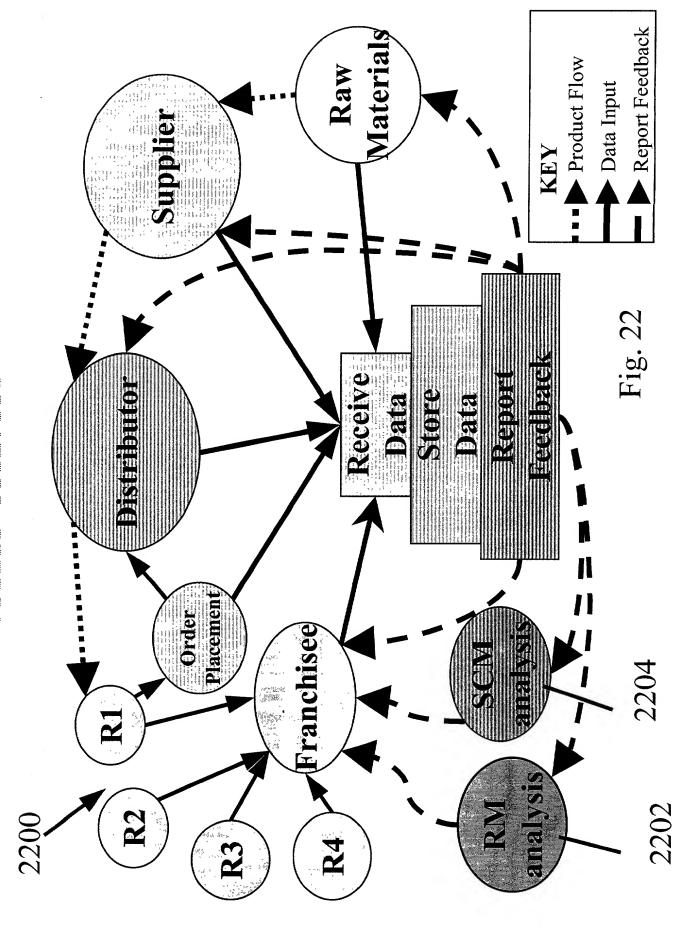
FIG. 19

2002

2000

Fig. 20





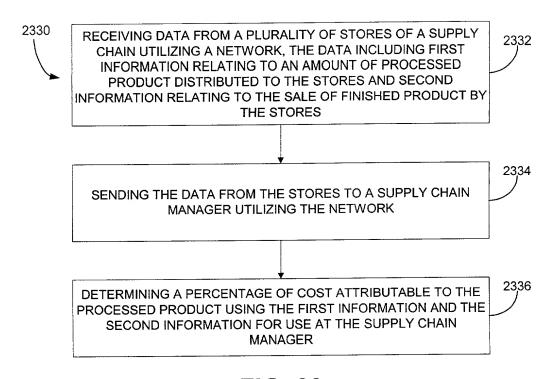


FIG. 23

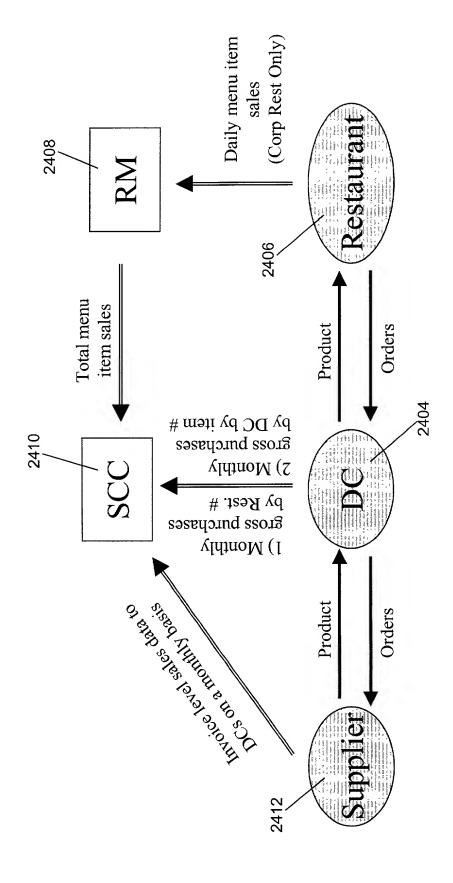


FIG. 24

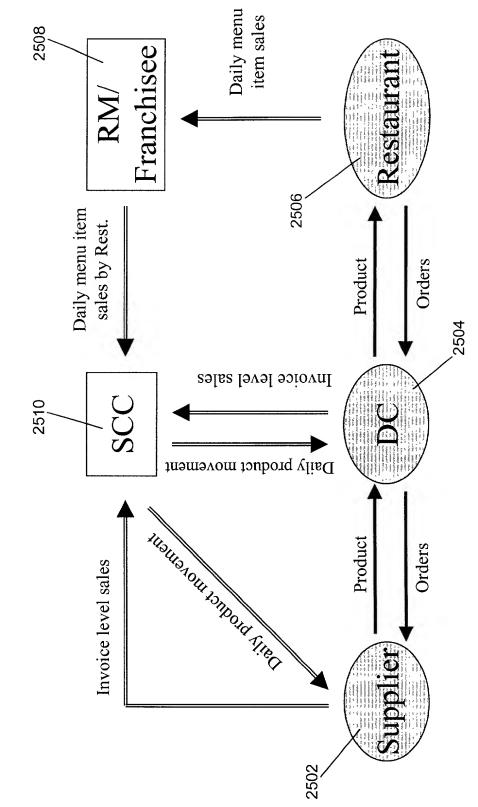


FIG. 25

2600					Ш	<u>6</u>	FIG. 26									
~ /*	2602				တိ	les F	Sales Forecast Worksheet - System	st Wo	rkshe	et - S	vstem				2604	
				History								Forec				
Week	ဝ	02	9-M	W-5	₹	W-3	W-2	<u>-</u>	×+1	W+2	W+3	W+4	W+5	9+M	8	4
GRP's Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index Seasonality Index																
Sales History/Forecast Total (\$/store)	s/store)															
Key Products by Menu Item (units/day/store)	s/day/stc	re)														
SABBACHW	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc																7
	. (cases/da	ıy/store	(£													
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	9.9	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1:2	4.	1.7	1.6	1.7	1 .8	1.7	7 8.	<u>_</u> დ	1.9	4.	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	4.	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc																

	•	Promoti	onal Mo	nitor - {	motional Monitor - System & Regional	& Regic	nai						
			History	N.				H	Week #1	1#1			
		W.4	W-3	W-2	W-1	41	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)	ore)	\$23,000	\$23,500	000 \$23,500 \$23,250 \$23,450	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales	Menuitem Sales for Key Products(units/restaurant/week)	ırant/week									March of the Control		
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	8	37	37	40	09	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	7	7	23	35	26	165
	YWVM WHOPPERS	669	629	714	813	95	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Ex	Variance from Expected (Highlighed Areas are Outside of Expected Range)	utside of E	pected R	ange)									
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-8.4% -24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	80.6	6.6%
	YWWM WHOPPERS	12.2%	-10.7% -22.5%	-22.5%	-1.9%	3.0%	3.0%	1.0%	2.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	%9:6-	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

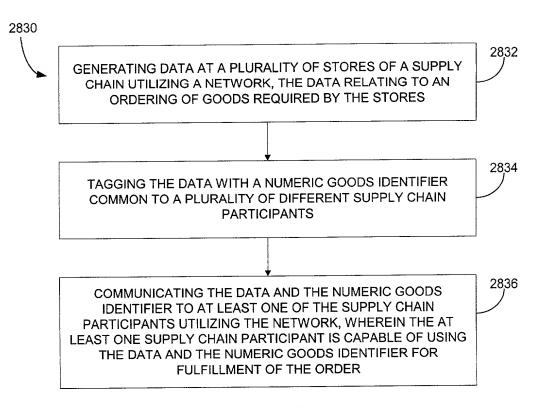


FIG. 28

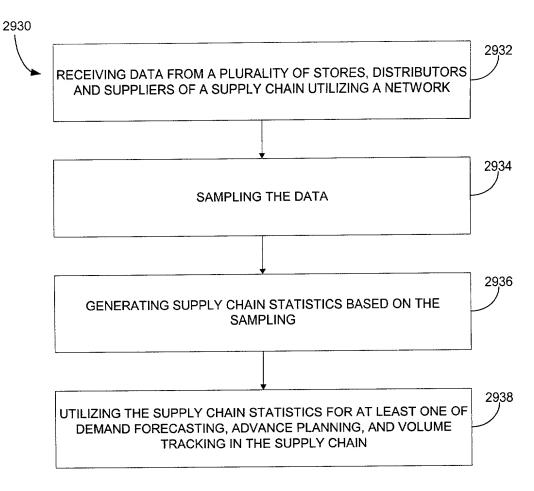


FIG. 29

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

1	L.	_		Ш	
	Overlooked and	Not Returned		00.0	
		Short on Truck	284	0.43%	
		MisPicks	62	%60'0	
		Damages	89	0.10%	
		Warehouse Outs	154	0.23%	
			Cases:	Percent	
		Operations:			
3002	2000	\			

%98.0

1060 1.61%

0.00%

0.11%

1.51%

Total Purchasing

Out of Code

Substitutions

Out of Stocks 990

Cases:

Purchasing:

3004

Percent:

Total Operations

ı		%	%	%
	Percent	%98'0	1.61%	2.48%
	Cases	568	1060	1628
	Distribution Center Total:	Operations:	Purchasing:	Grand Total:

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

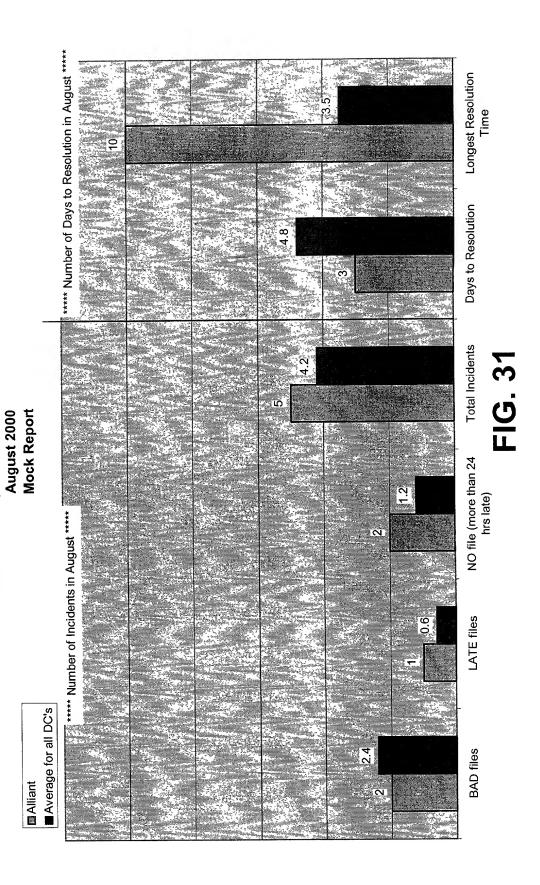
Total # of Deliveries: 1232 # of On-Time Deliveries: 0.00%

Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:

3100

Alliant - Monthly DC Data Feed Performance





3200

Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	P6901065 33 31 3655 35 35	
Alliant-Topeka			
Alliant Wixom	%90.66	- 100 Sept 200 71 W	
King-Atlanta	99.34%	Section 1	78.70%
King-Jacksonville			2010 PA
King-Louisville			1800
Maines 29, Conklin	99,41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England	WHAT SEE THE SEE SEE SEE		79.83%
MBM Fullerton	99.13%		#DIV/0i
MBM Lewisville	NAME OF THE PERSON OF THE PERS		#DIV/0i
MBM Orlando	HOVER SERVICE SERVICES		#DIV/0I
MBM Rocky Mount	99.13%	690(06)	#DIV/0I
McCabe's	A 198 (198 (198 (198 (198 (198 (198 (198	0.072.001	96.84%
McLane Lubbock	i0//\lq#	i0//\IC#	#DIV/0i
Nicholas & Co.	%09 (66 · ·)。	18 18 18 18 18 18 18 18 18 18 18 18 18 1	86.37%
PFD Supply	99,16%	70.00	40.12%
PFG Victoria	99.45%	#DIV/0i	
PYA/Monarch	80.20%	(8) 18 (18) (18) (18) (18)	of squared way.
Reinhart-Cedar Rapids	%90'66		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers	90,50bg	18 Comment of 48%	e0400000
Restaurants NW	%80.66	25. 1. 1. STREET 99.07%	80.47%
Shamrock Commerce City	% 25.66 (1) (1) (1) (2) (2) (2)	%88.76年至1988。	**************************************
Shamrock Phoenix	98.81%	93.88%	
Sygma Harrisburg	100 St. 100 St		\$50 to 100 to 100 80 100 to 10
Sygma Stockton	# 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		
Sysco		100 (0.00 Market 0.0) (0.0%)	Mark 2017 A 1882 47%

	Fill Rate	On - Time	Perfect Order
KC Min	88.50%	%00.06	%00.82
SI Min	%05'66	%00'06	%00'08

OK Didn't meet RSI Min Didn't meet BK Min.

Vendor:

XYZ Company

3300

Time Period:

Aug-00

3300

Delivery Statistics:

Inventory Management:

Average Days On Hand

%56 %26 4

On-Time Delivery Percentage

Days Delivery Late

Hours Delivery Late

DC Adherence to Lead-Time DC Requested Lead-Time

0.93

Invoice, Payment and Pricing:

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

12	30,152	3,594	33,746
	↔	ઝ	⊗

Monthly Carrying Cost SKU#1

40

Max Days On Hand

SKU#2

SKU#1

32

SKU#2

SKU#1

19

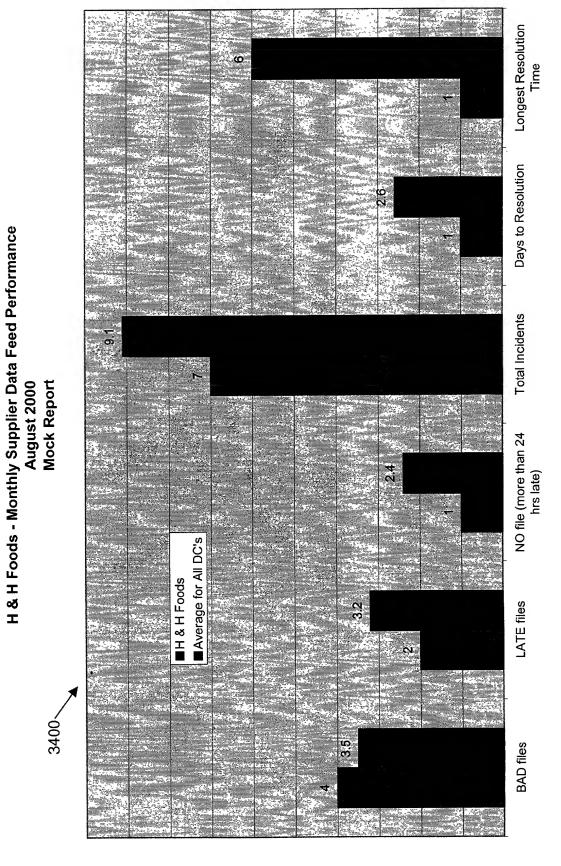
Average as % FOB SKU #2

42,513	12,589	.25%
↔	↔	,

Invoice Accuracy:

Perfect Order Percentage PO Accepted Rate Invoice Fill Rate

97.25%	%00.66	92.34%



Service Level Reporting November - Mock Report

	Overcharge	Percentage % Invoice FOB
OODIES	THE RESERVE OF THE PERSON OF T	
OMARK INSTRUMENTS, INC.		
HITEFORD FOODS, INC.		
PAGE BAKERY / COUNTRY KITCHE		
CR-SYSTEMEDIA		
GNATURE MEATS GROUP		
CHWEBEL'S BAKING CO		
AUI CUP		
IRA PLASTICS	Section of the second section is	
KIE PRODUCE & PACKAGING		
OR-LAKE, INC.		
ORT JAMES OPERATING COMPANY		
RESH ADVANTAGE, KC	(0)	
ILVER KING - MN - CORP		
YSON FOODS		
EADY ACCESS		AND THE REAL AS A CONTRACT OF WHITE AND
EORGIA PACIFIC TISSUE		
COUGHERTY PACKING		
EVERAGE - AIR		
OMPONENT HARDWARE GROUP, INC.		
OCA COLA USA	10 Company (10 Com	
OASTIMASTER CONTRACTOR OF CONTRACTOR CONTRAC		A 1867年193.5% 展生的 1857年185
RANT COUNTY FOODS		2.20% 1
RESH EXPRESS	. 1858 - 1 SO	the control of the co
AYLOR FARMS		1.0496=50
ODULAR DISPENSING SYSTEM		
ENTURY PRODUCTS, LLC. 18	The state of the s	MARKET SERVICE
OSE PACKING COMPANY	60.	93.896 T. 10 T

	Monthly Total	Perfect Order	Monthly Carrying
	Overcharge	Percentage	% Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK Didn't meet RSI Min.

3500

3600

Mock Report/1

	1. ** FY 01. ***	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0:30						
Total Dollar Purchases (in Millions) /2	(in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14	\$0.65 0.4%						

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

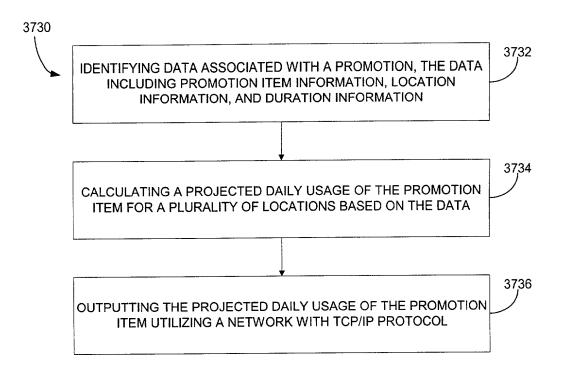


FIG. 37

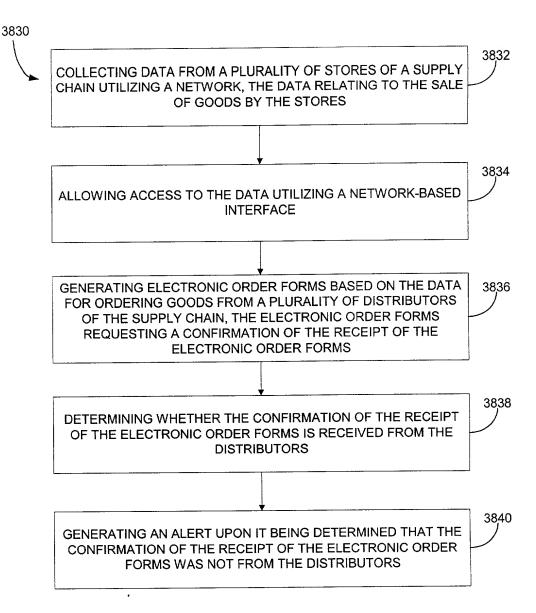


FIG. 38

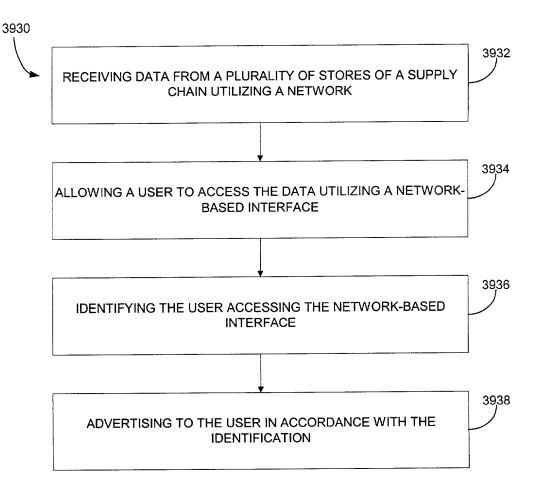


FIG. 39

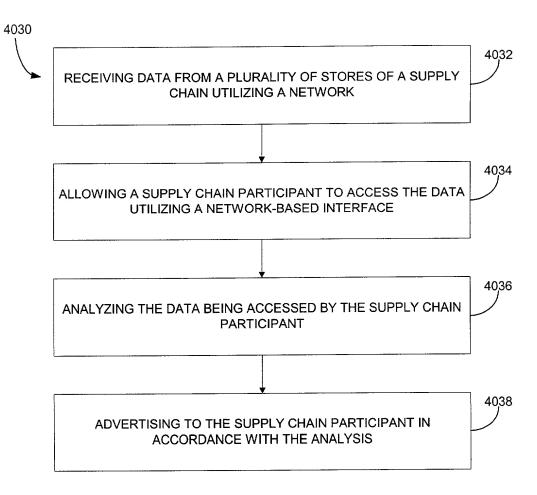


FIG. 40

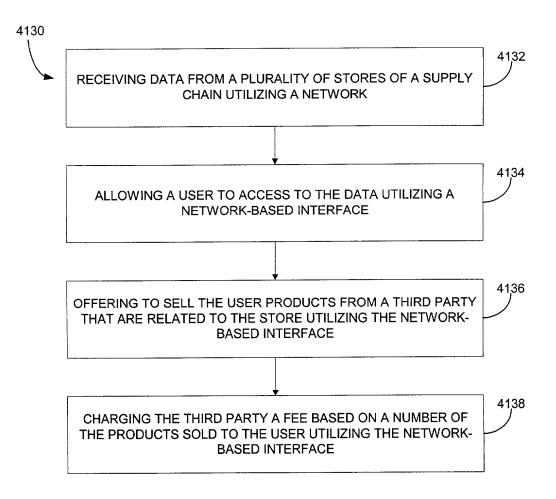


FIG. 41

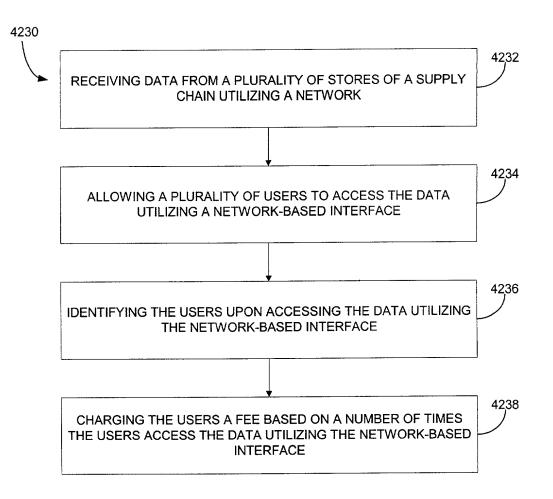


FIG. 42

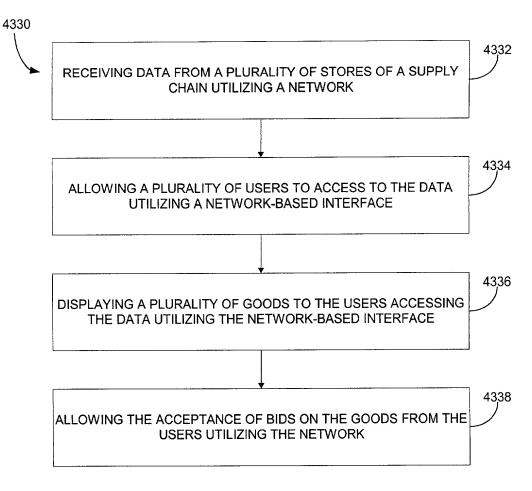


FIG. 43A

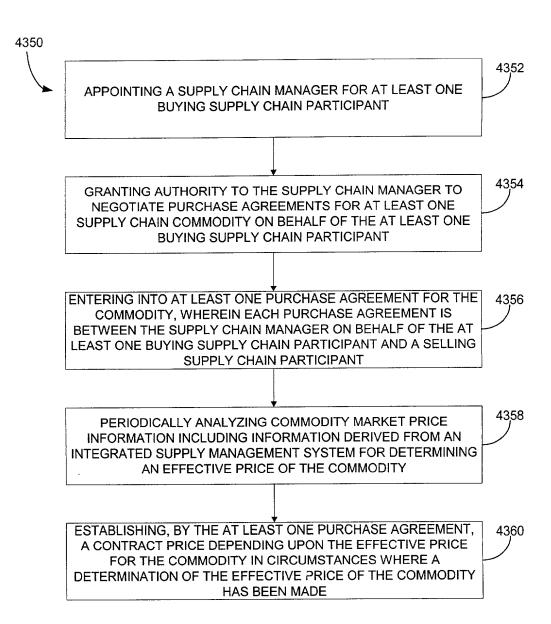


FIG. 43B

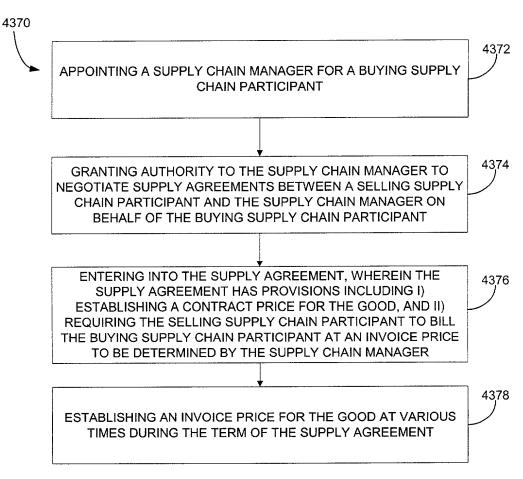


FIG. 43C

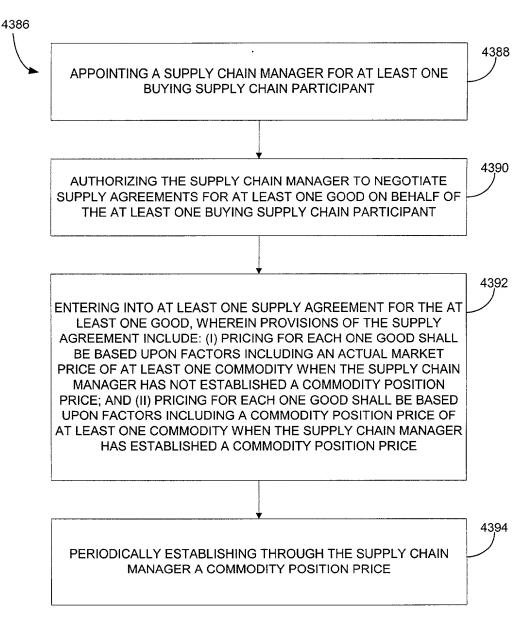


FIG. 43D

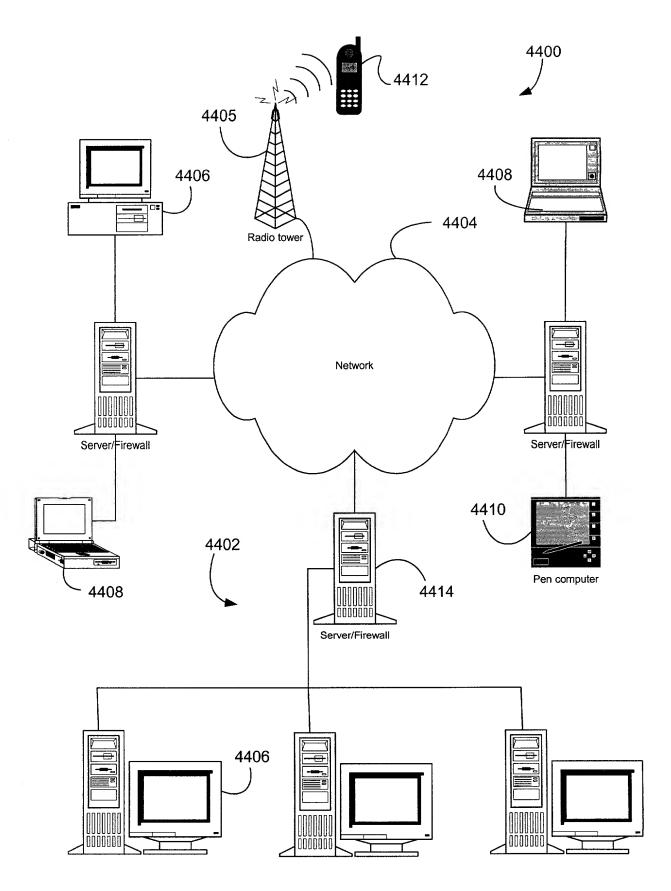


FIG. 44

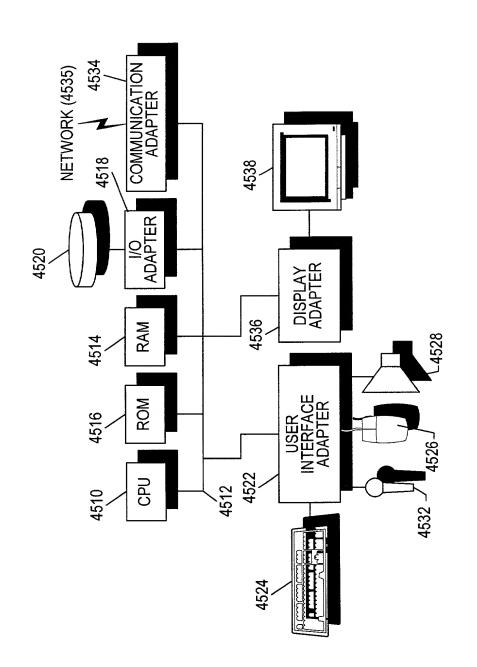


FIG. 45

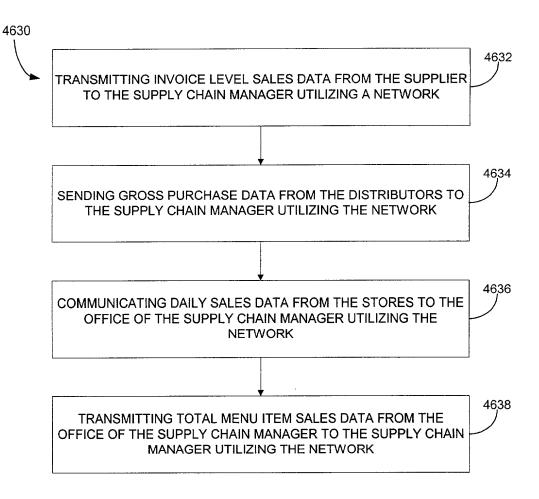


FIG. 46

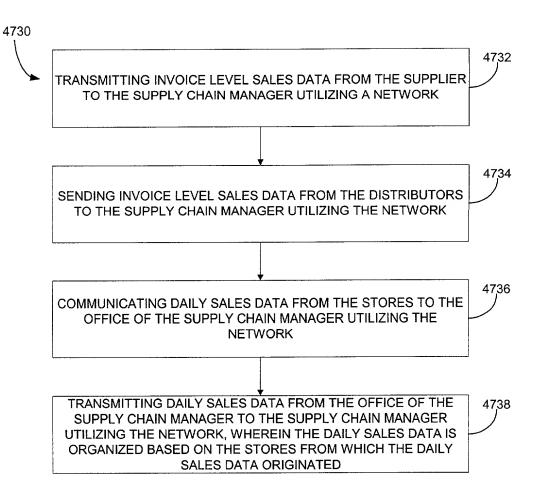


FIG. 47

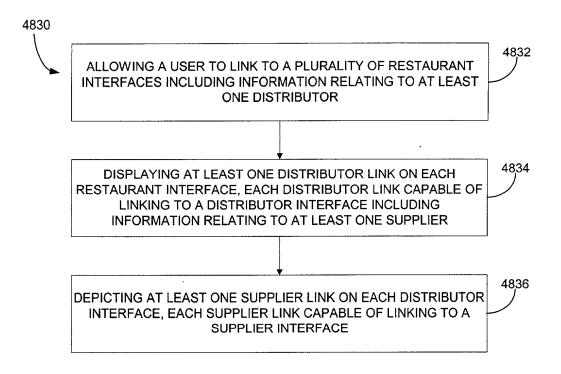


FIG. 48

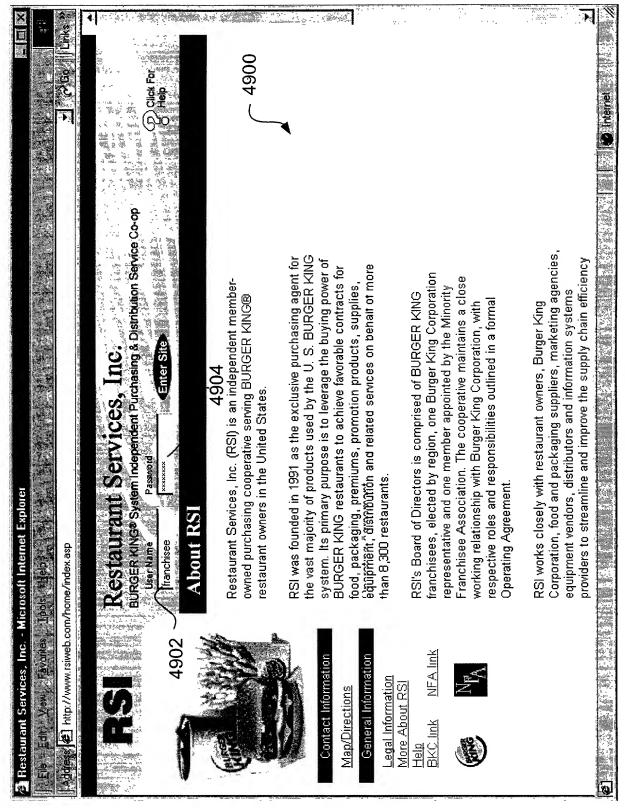


FIG. 49

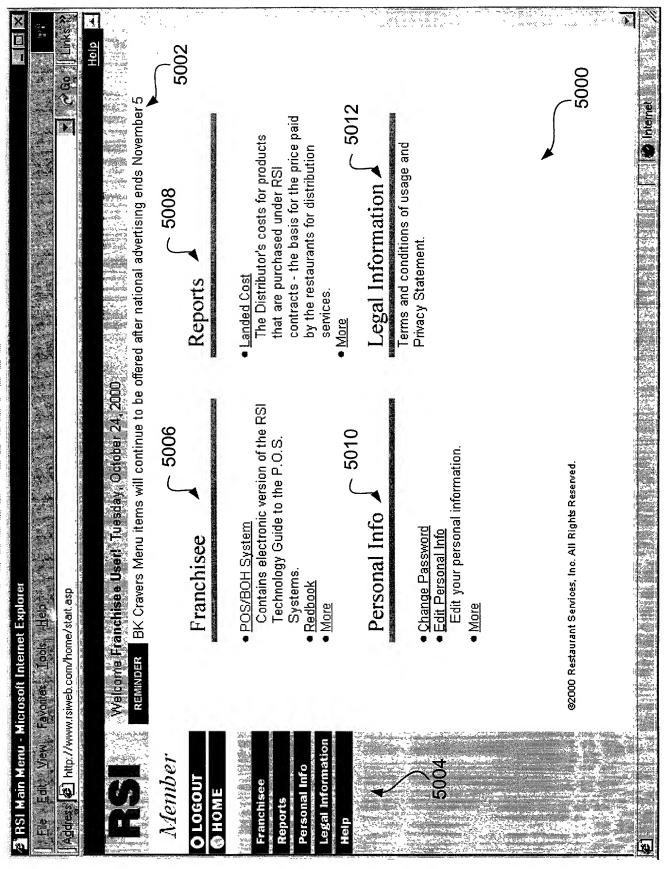


FIG. 50

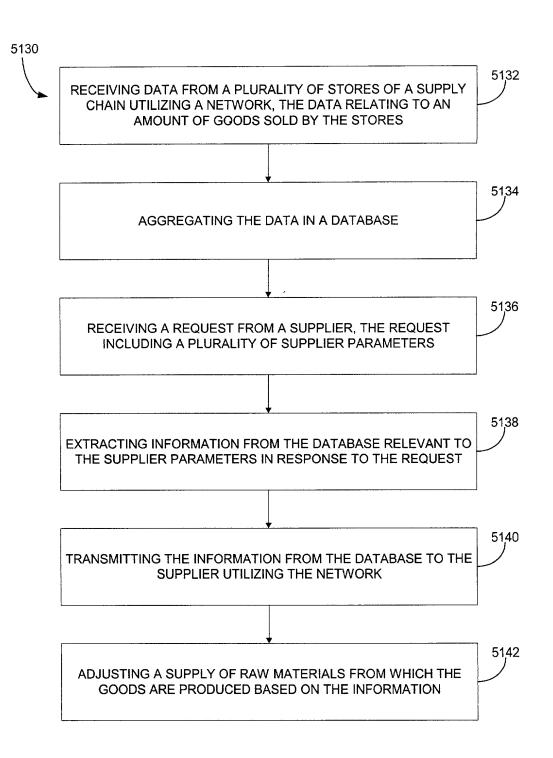


FIG. 51

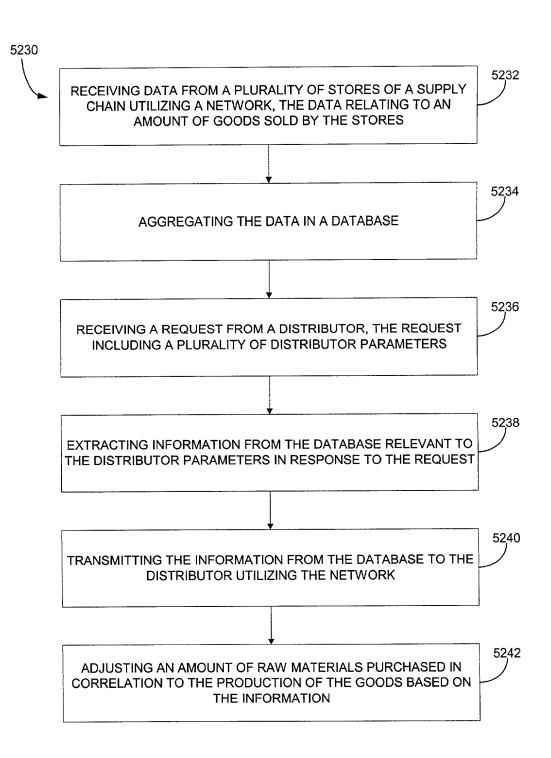


FIG. 52

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FIG. 54

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FIG. 55

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	2600		Report Contact: Robert Harris	Contact Number: 3U5-529-34U9 ng and use by Franchisee User. If you report is strictly prohibited.	DC Cost Markup Rest Cost \$4.27.27 \$2.284	\$5.87 \$1.57 \$7.44	\$44.50 \$1.57 \$46.07 \$6.45 \$1.57 \$9.02	\$29.78 \$1.57 \$31.35 \$7.81 \$1.57 \$9.38	\$6.41 \$1.57 \$7.98
Restaurant Landed Cost Verification Report - Microsoft Internet Explorer File Edit Vain Payonte Tools Shep Address Attp://www.rsiweb.com/fran/L_rptlc.asp?report=true	Afember Otosour Afember Restaurant Number: 0003473 ■ Date: 10/22/00 Retrieve	Franchisee Printer Friendly Version Restaurant Landed Cost Verification Report	Report Date: Sunda	Lontact Number: JUS-529-34 Liaip Contact Number: JUS-529-34 The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	DC Rem No No RSI Item Description 10340 4439 REGISTER TAPETHERMAL 225" X 185"	12860 3586 SUGAR SUBSTITUTE-PINK PKT 2000 CT ABUSE 369 SAUCE BULK-KRAFTBULL'SEYE	19432 4473 COFFEE-FOLGERS REGULAR 20788 B7 MUSTARD BULK36AL	20940 4281 WRAP-LOCAL OPTION 24340 8B SAUCE-BULK MAYGNNAISE	E) Done

FIG. 56

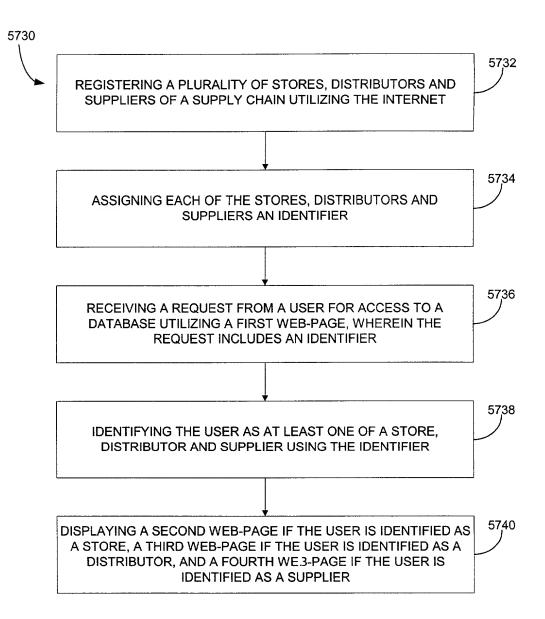
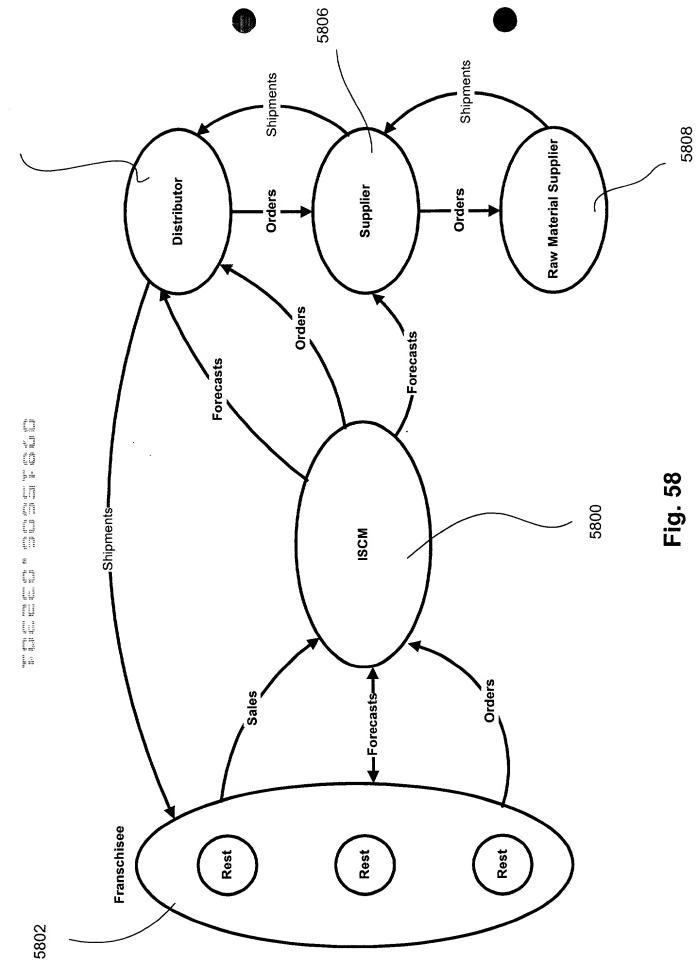


FIG. 57



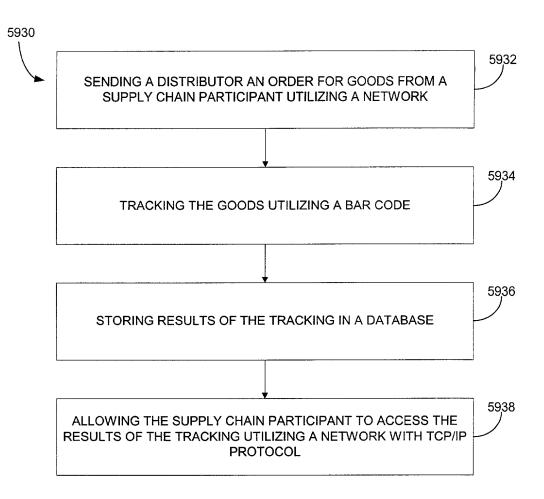
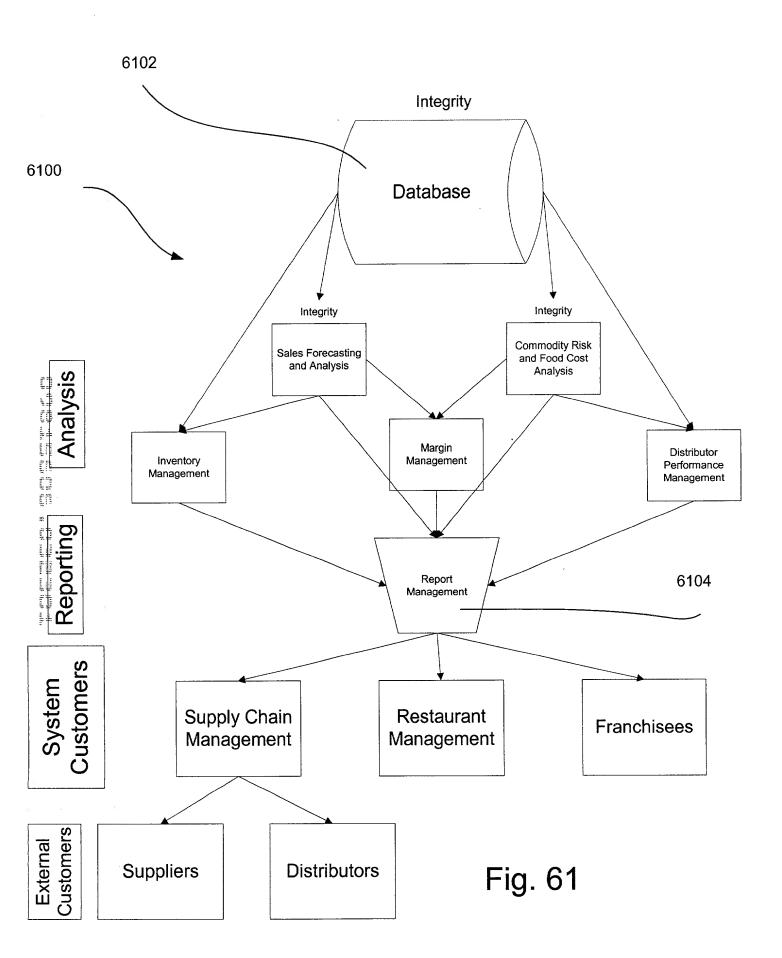


FIG. 59

Fig. 60

Data Store

6012



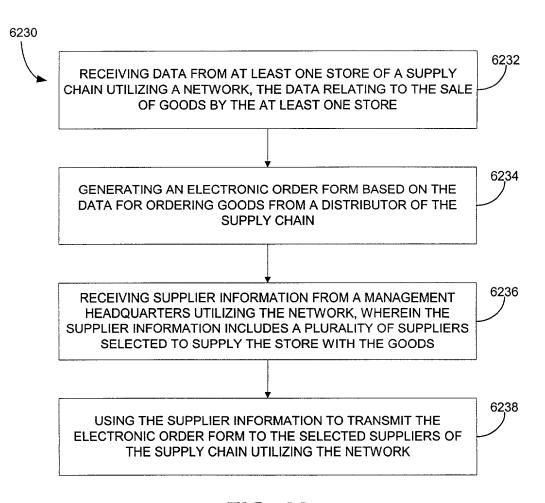
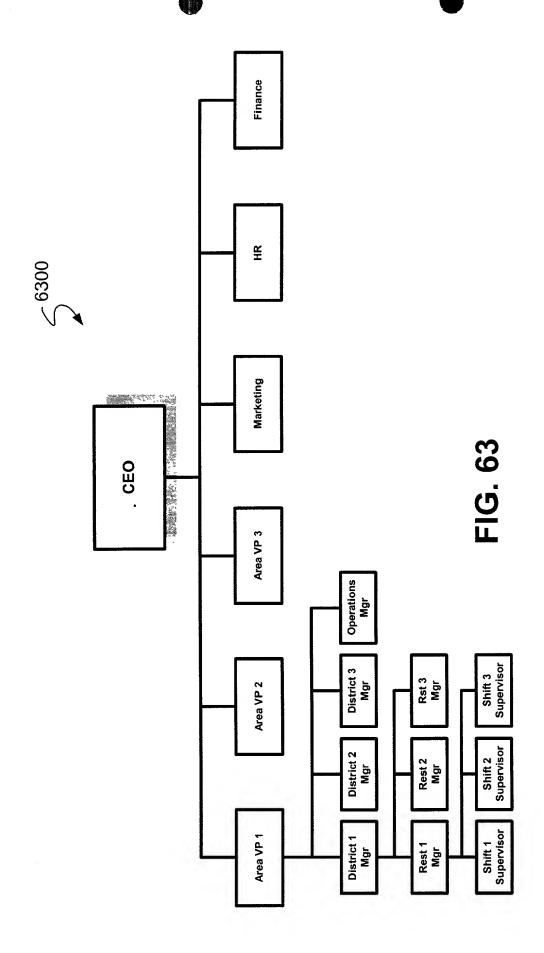


FIG. 62



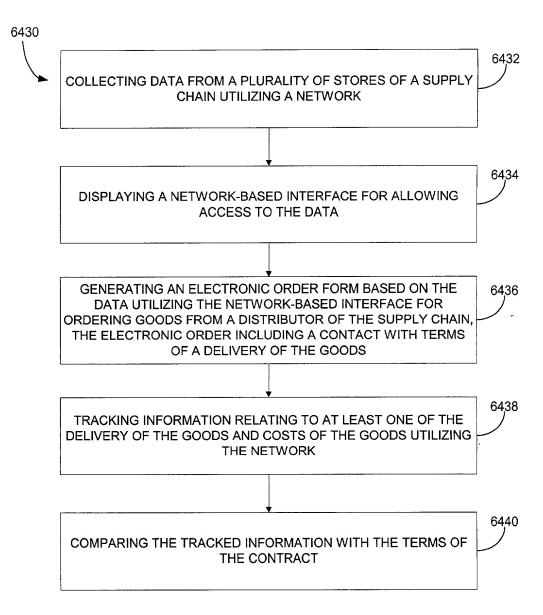


FIG. 64

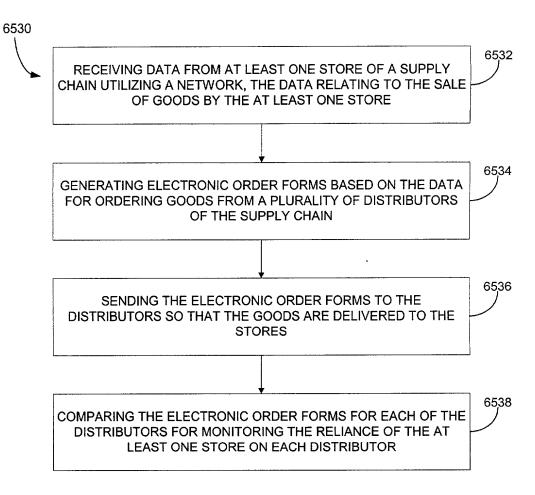


FIG. 65

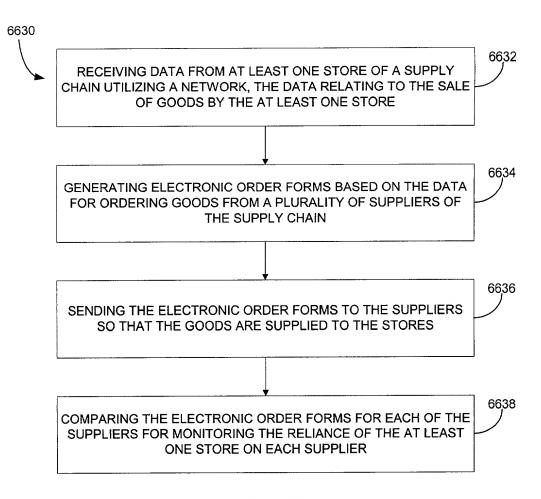


FIG. 66

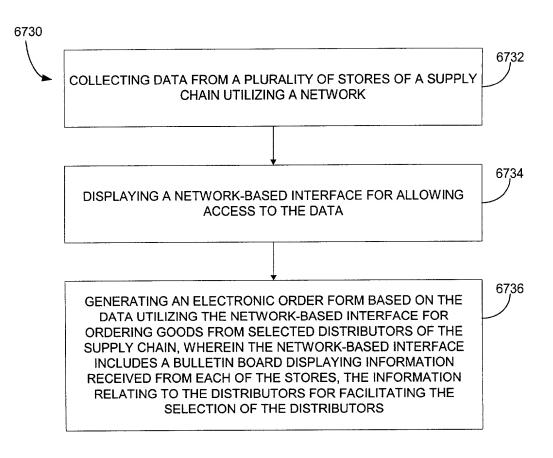


FIG. 67

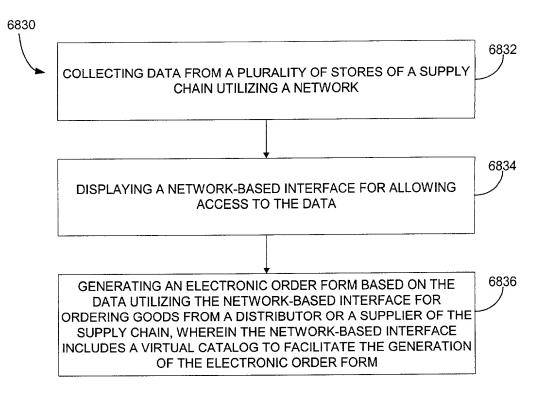


FIG. 68

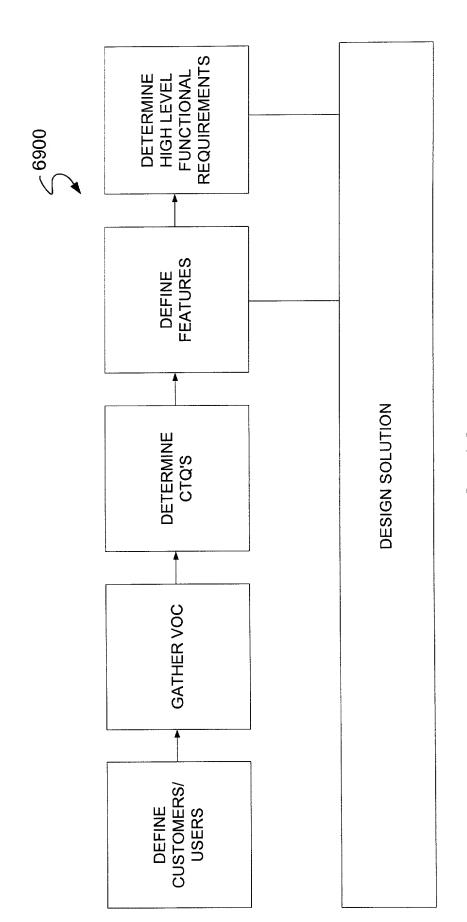


FIG. 69

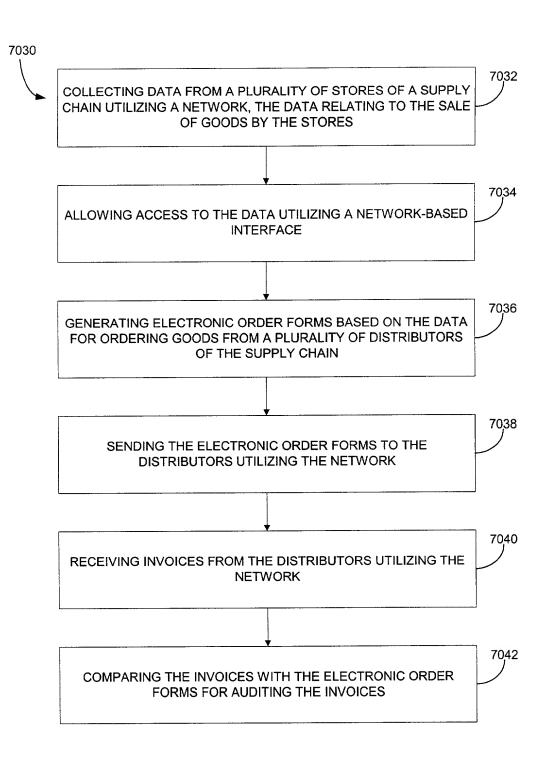


FIG. 70

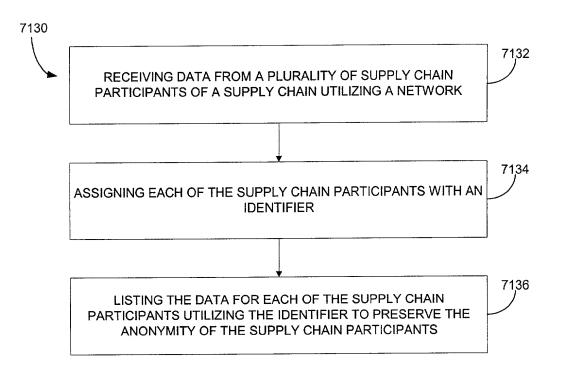


FIG. 71

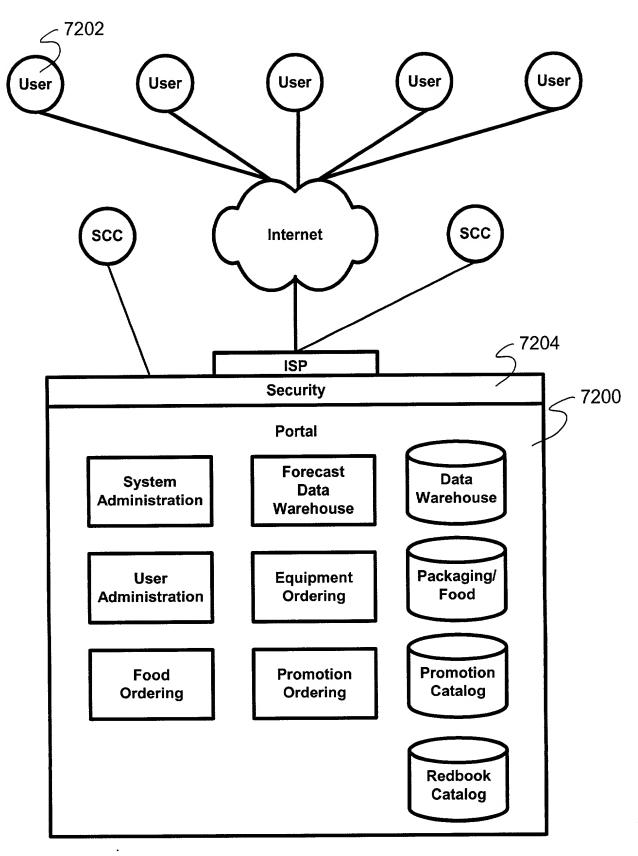


FIG. 72

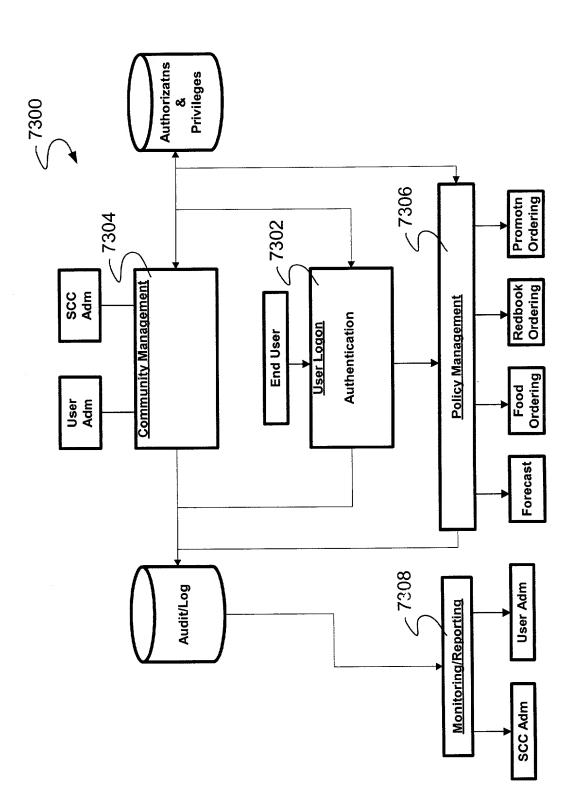


FIG. 73

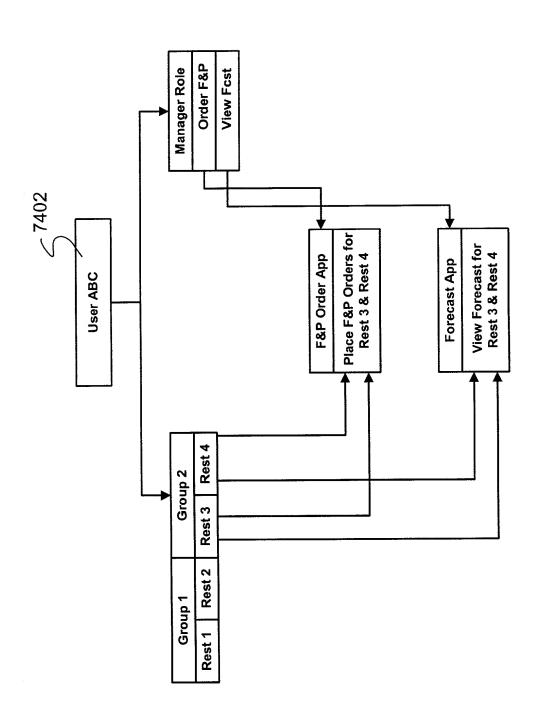


FIG. 74

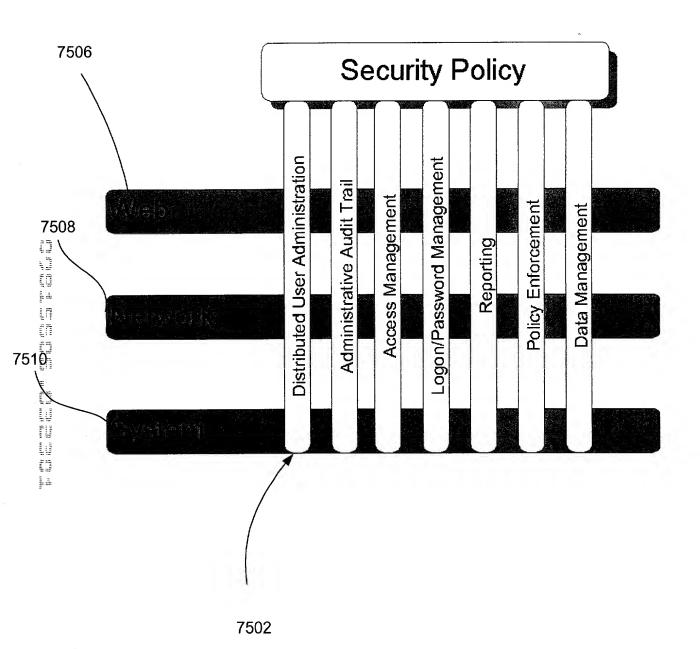


Fig. 75

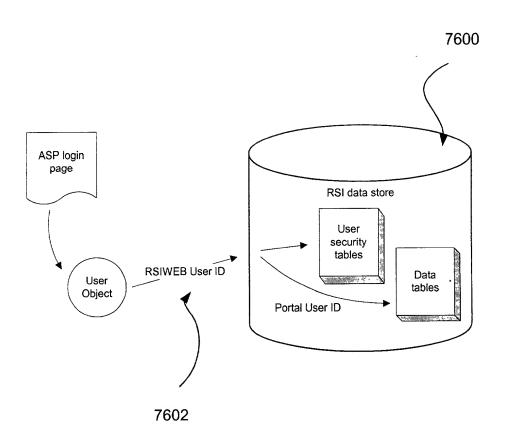


Fig. 76

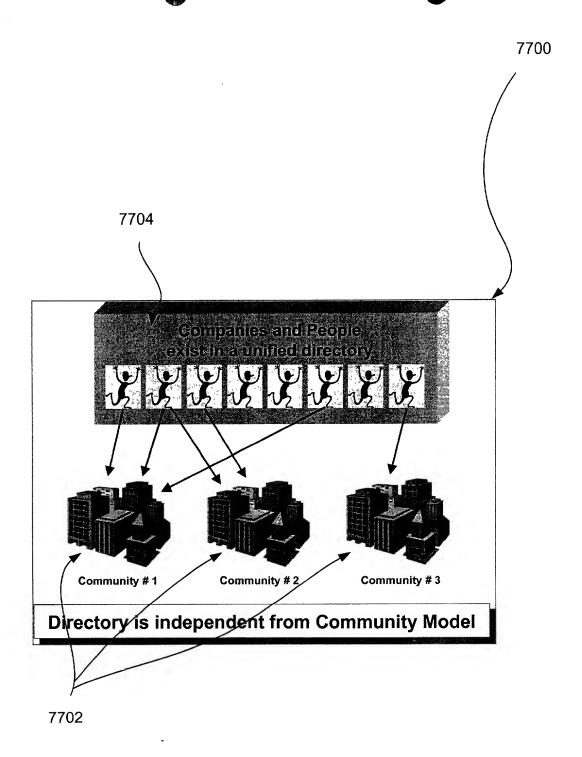


Fig. 77

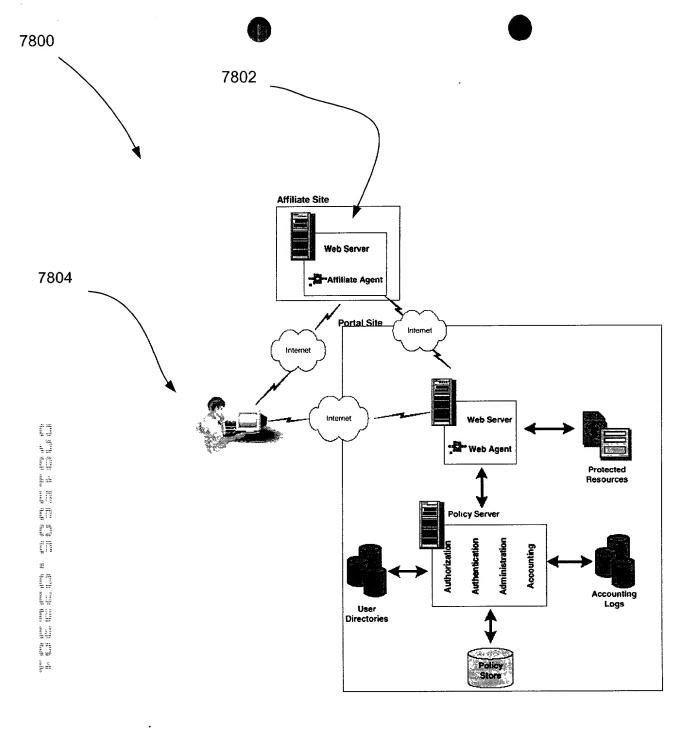
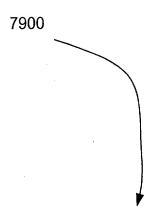


Fig. 78



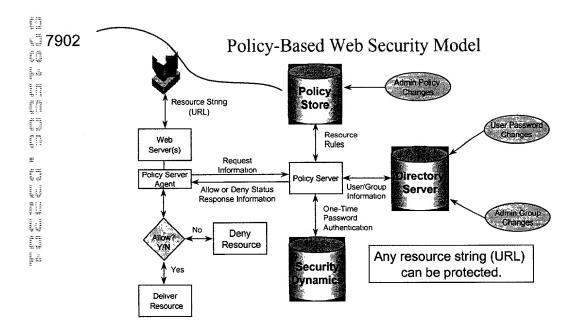


Fig. 79

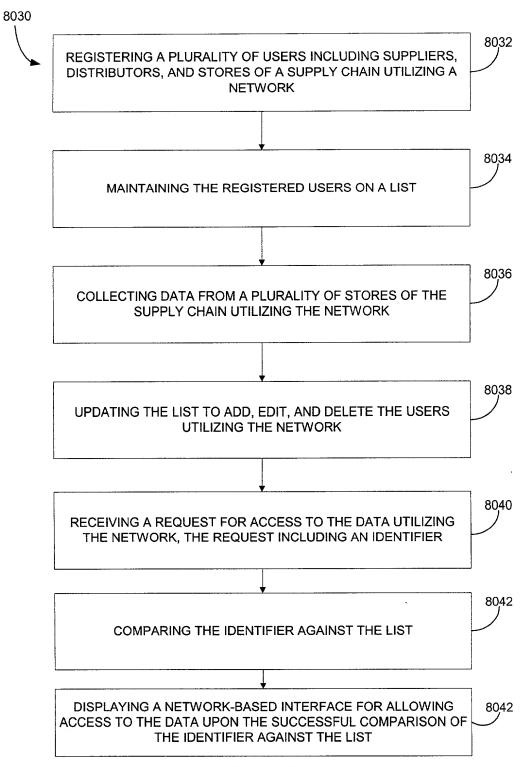


FIG. 80

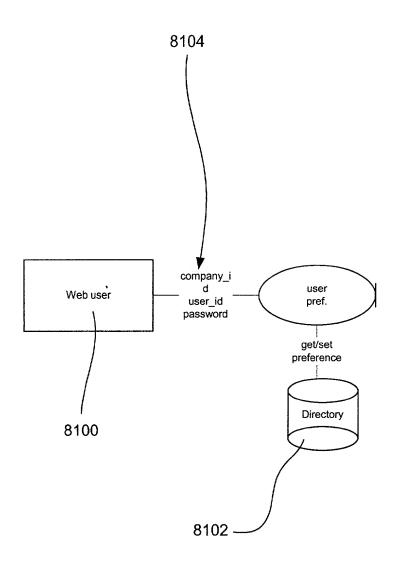


Fig. 81

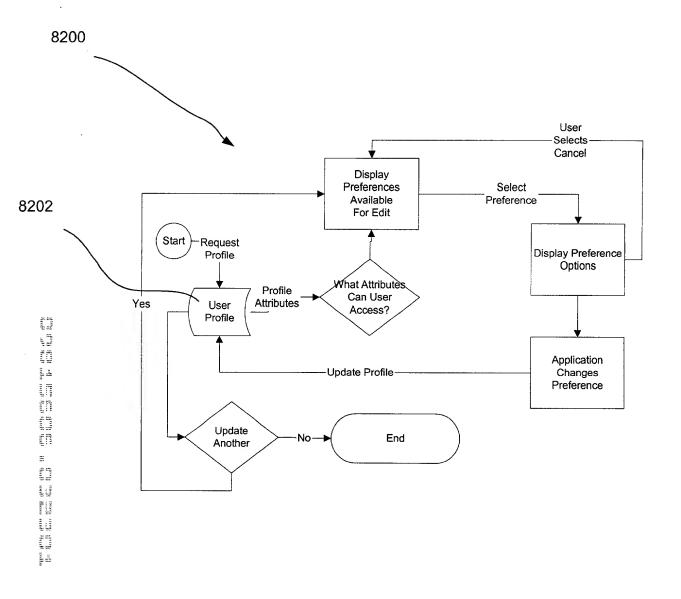


Fig. 82

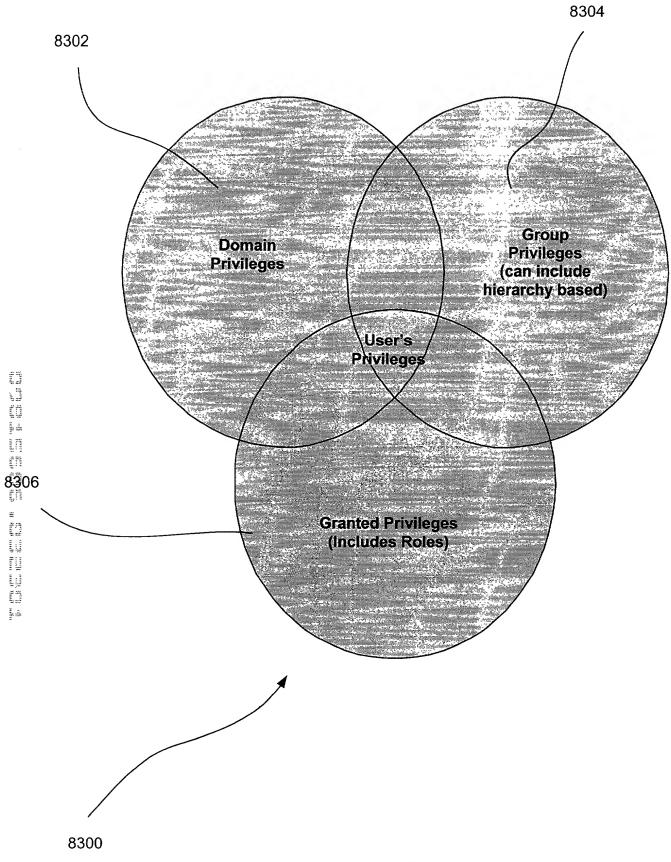


Fig. 83

Fig. 84

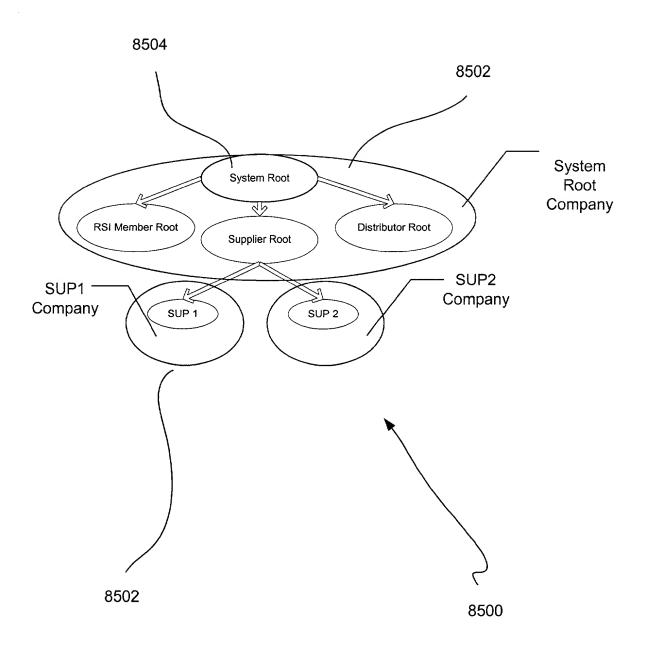


Fig. 85

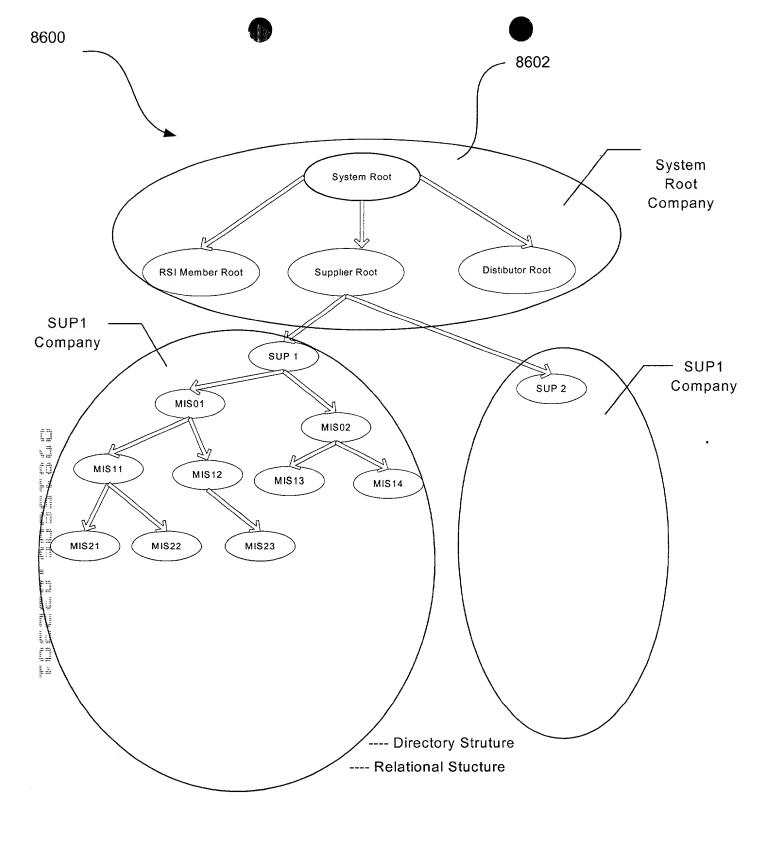


Fig. 86

Fig. 87

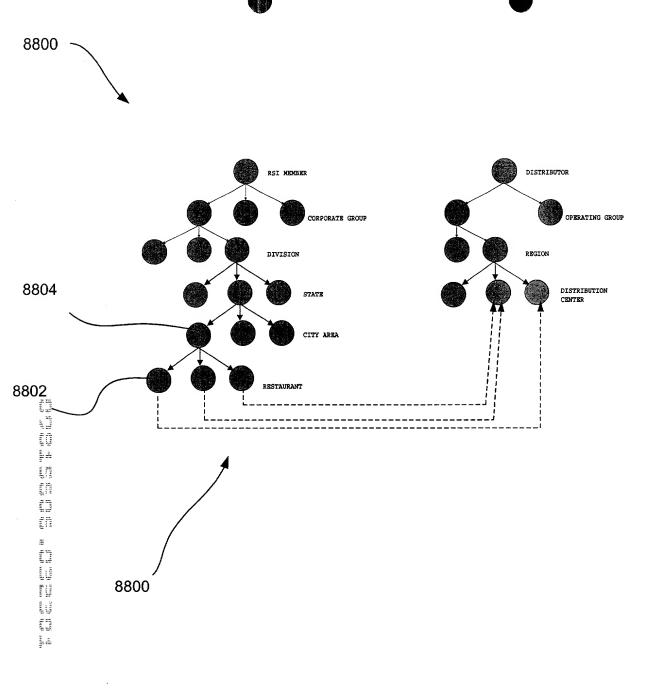


Fig. 88

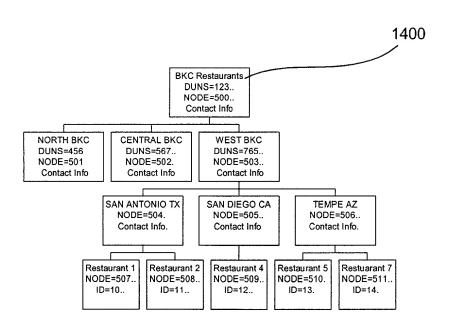


Fig. 89



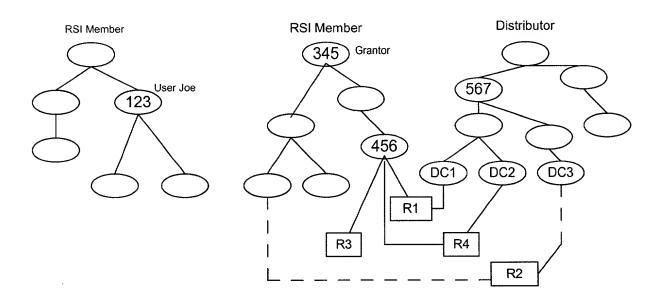


FIG. 90

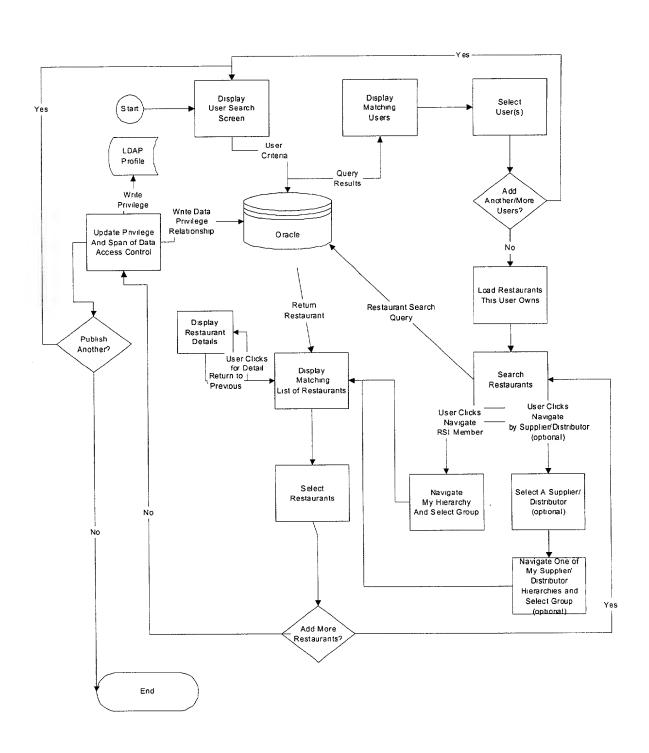


Fig. 91

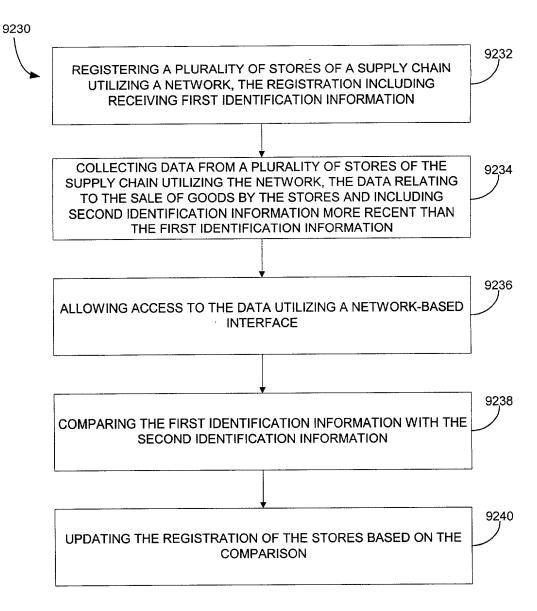


FIG. 92

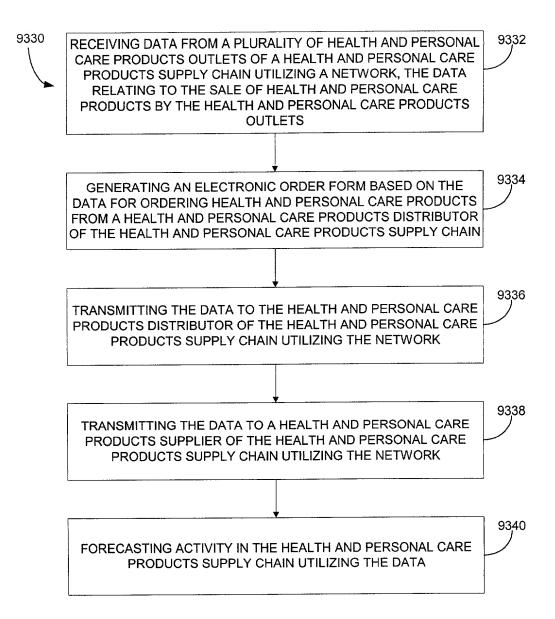


FIG. 93

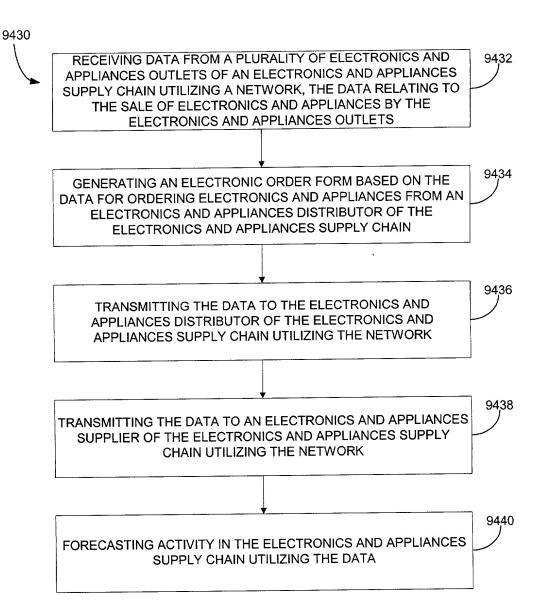


FIG. 94

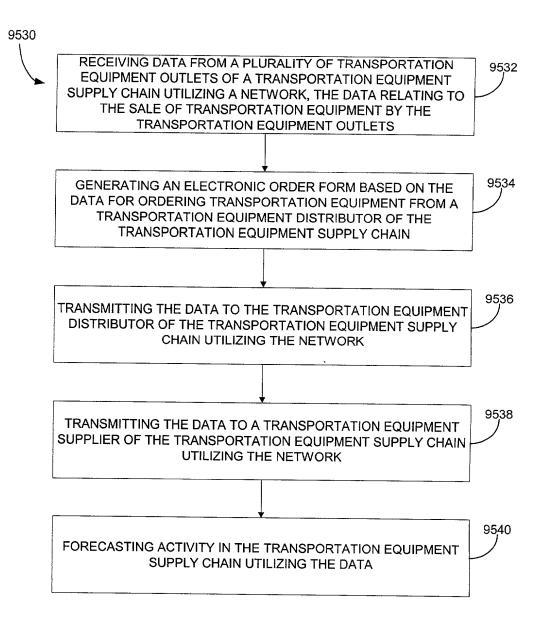


FIG. 95

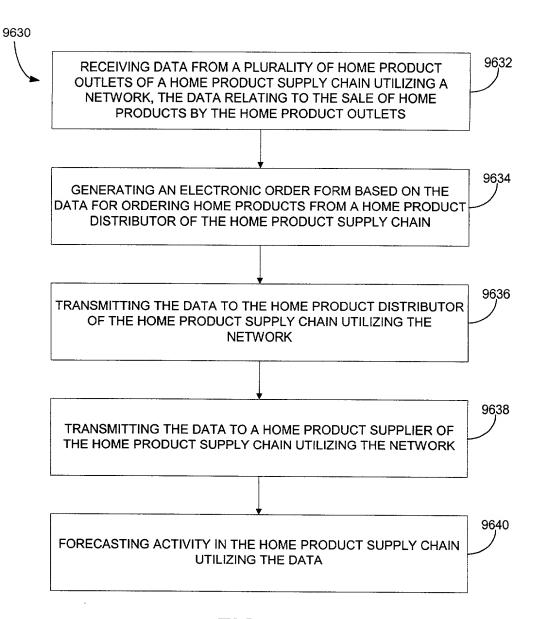


FIG. 96

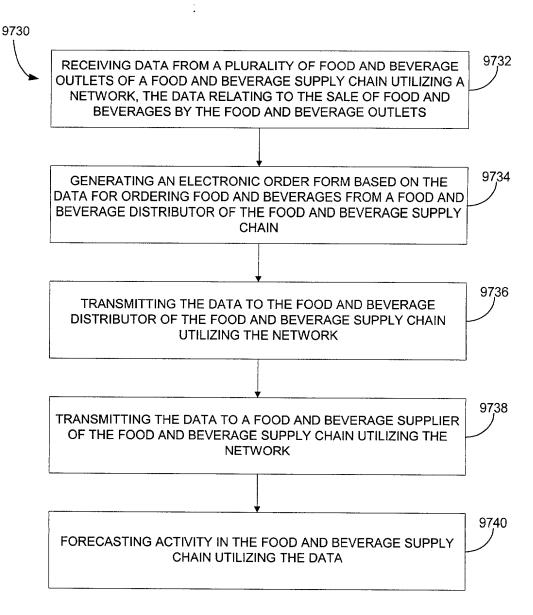


FIG. 97

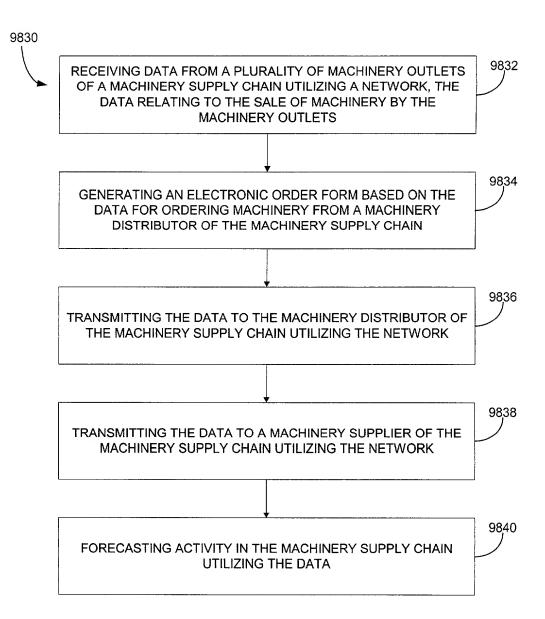


FIG. 98

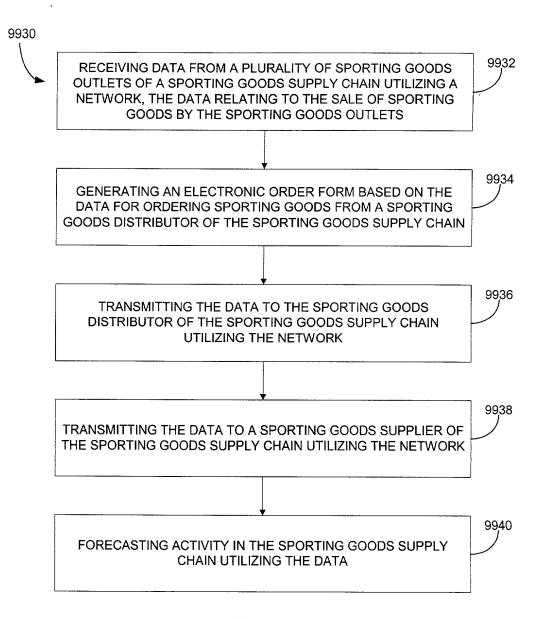


FIG. 99

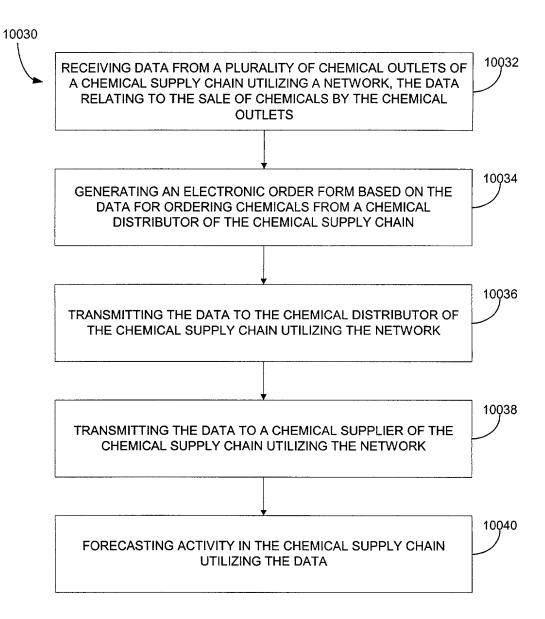


FIG. 100

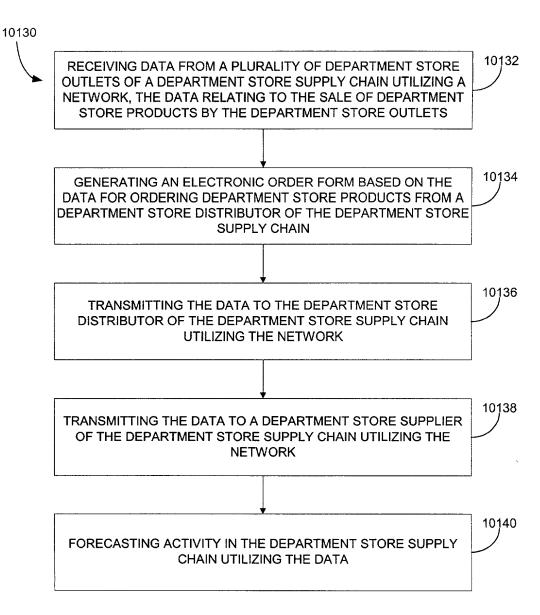


FIG. 101

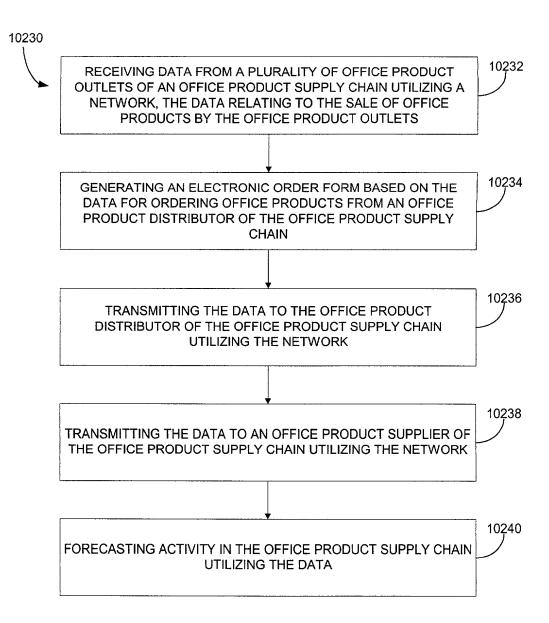


FIG. 102A

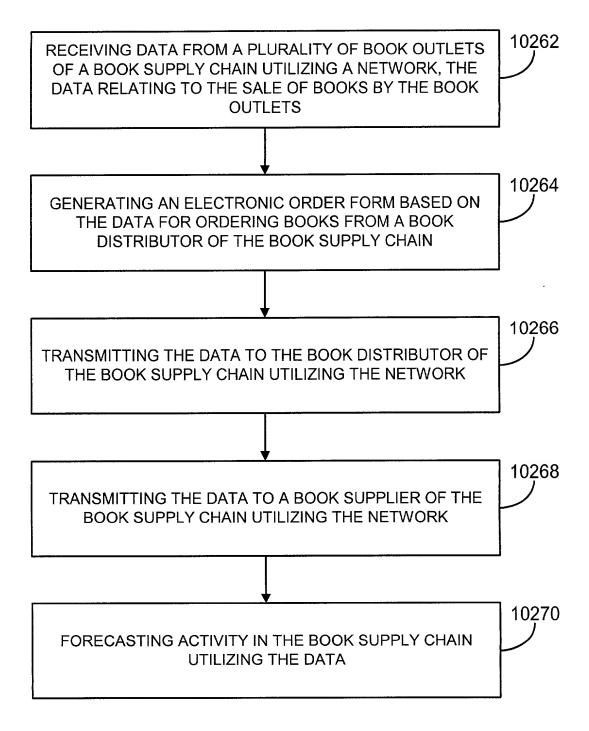


FIG. 102B

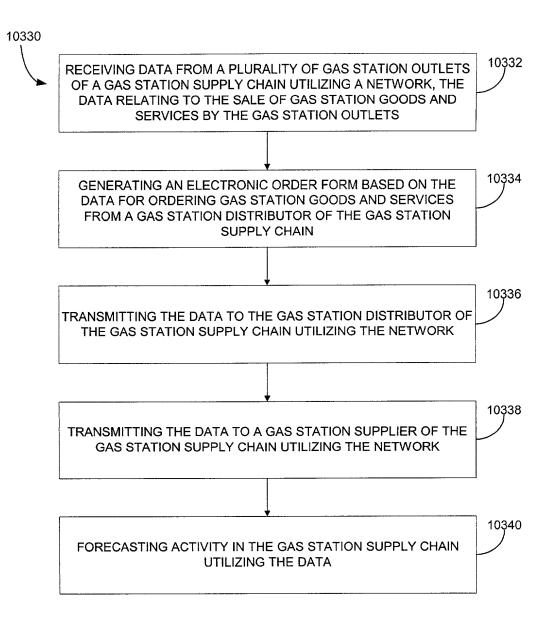


FIG. 103

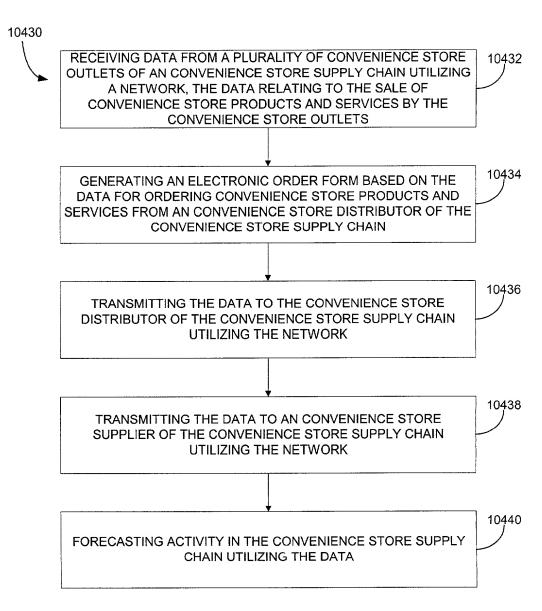


FIG. 104A

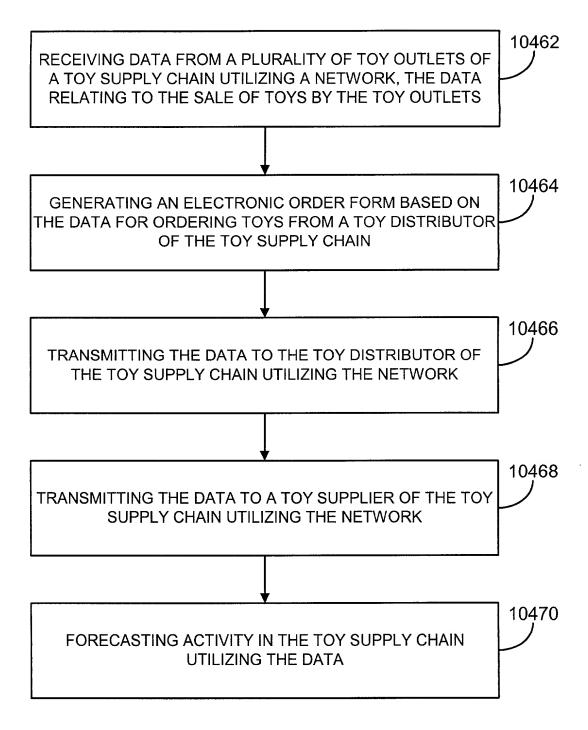


FIG. 104B

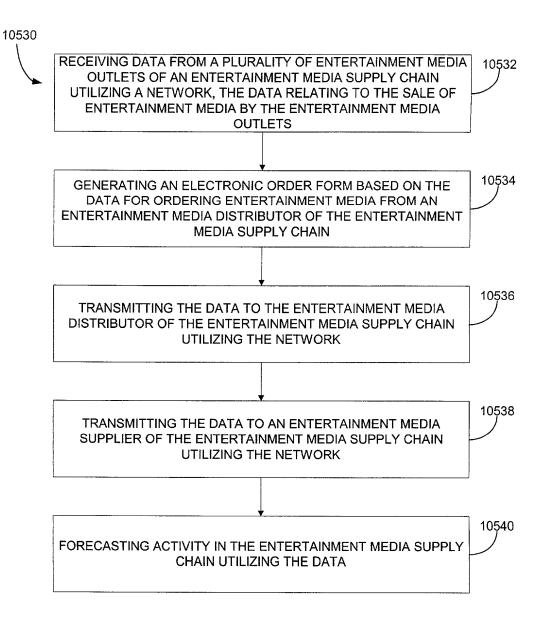


FIG. 105

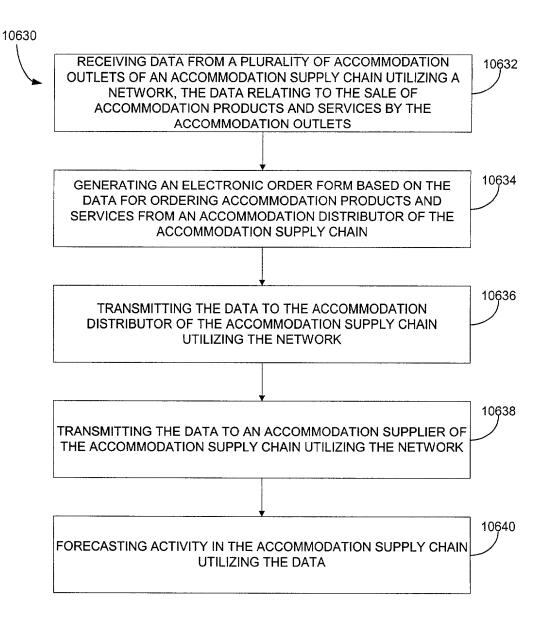


FIG. 106

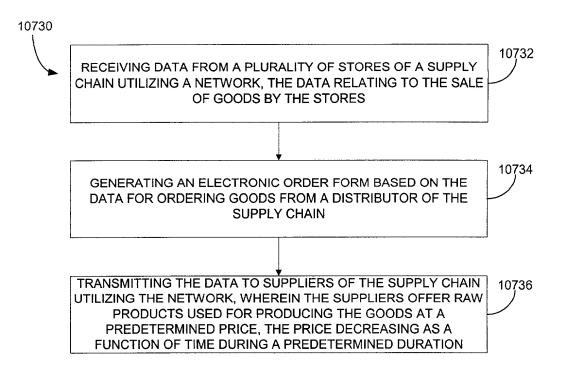


FIG. 107

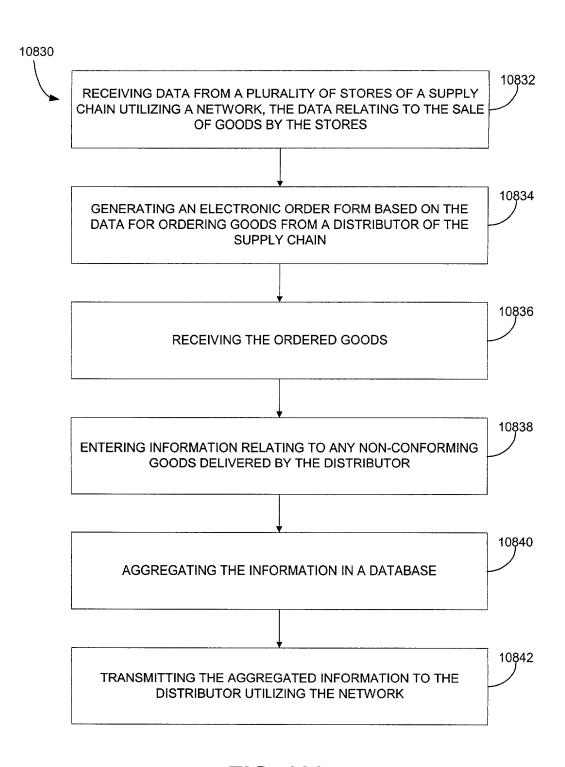


FIG. 108

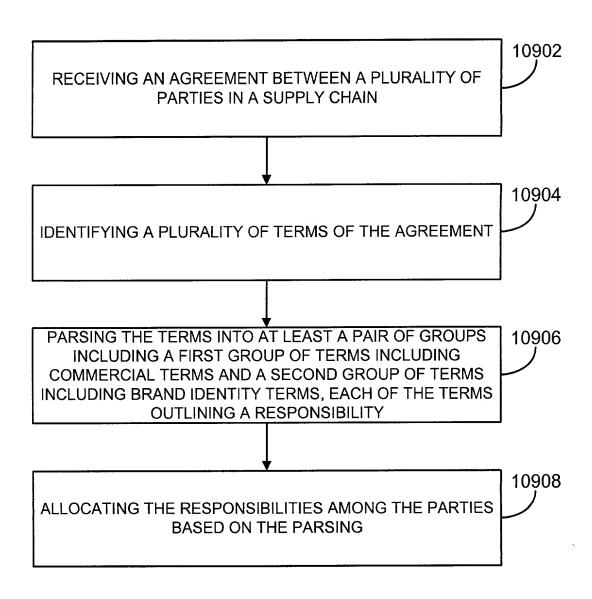


FIG. 109

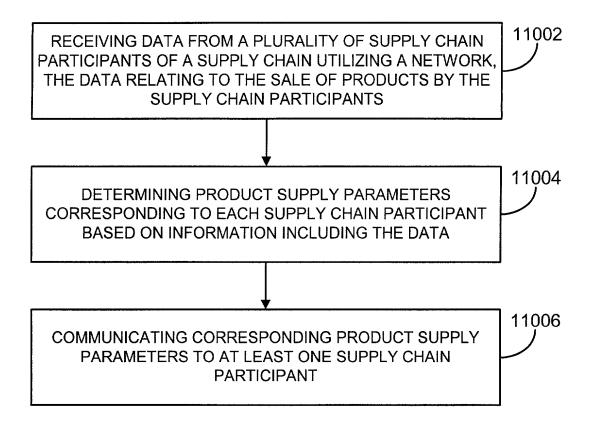


FIG. 110

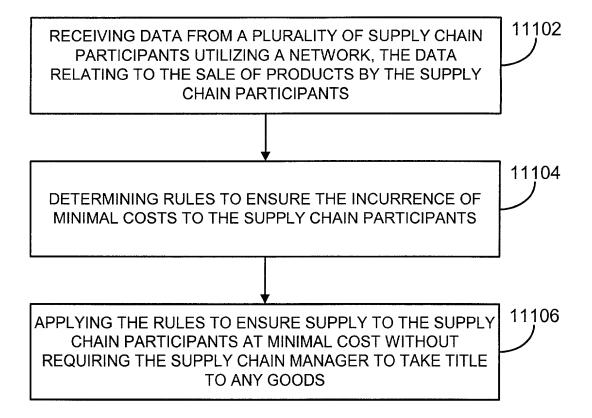


FIG. 111

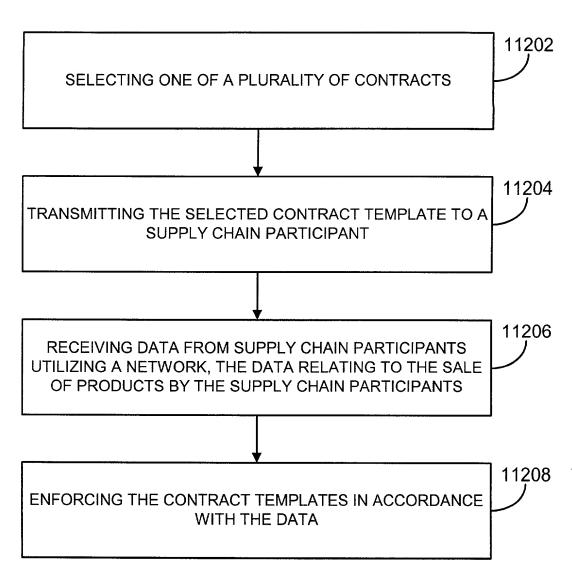


FIG. 112

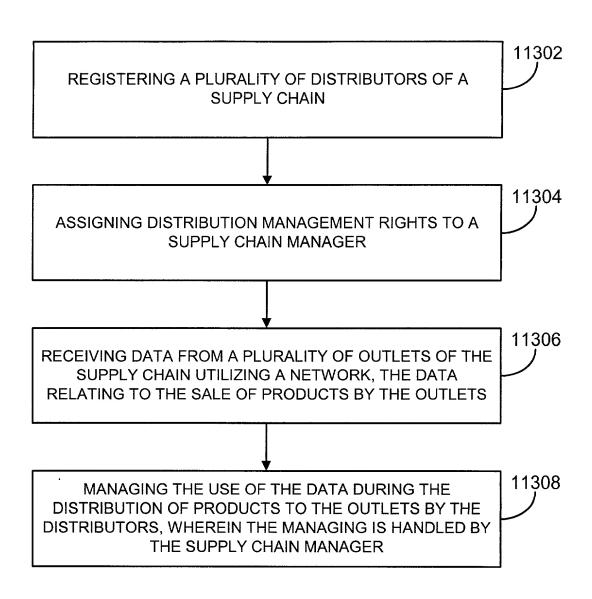


FIG. 113

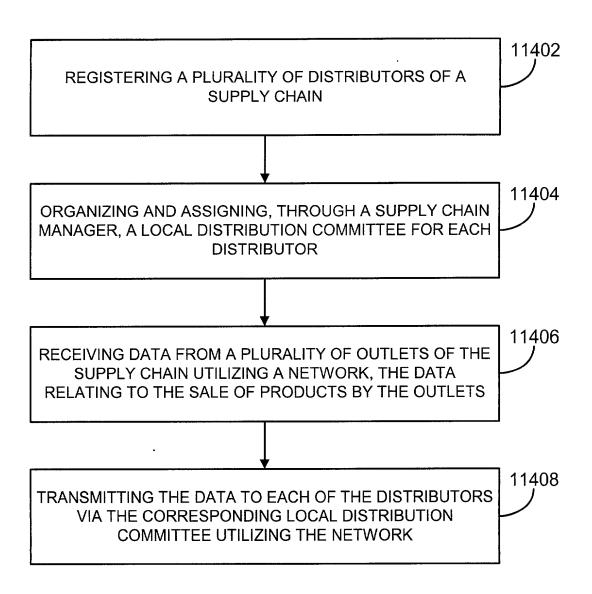


FIG. 114

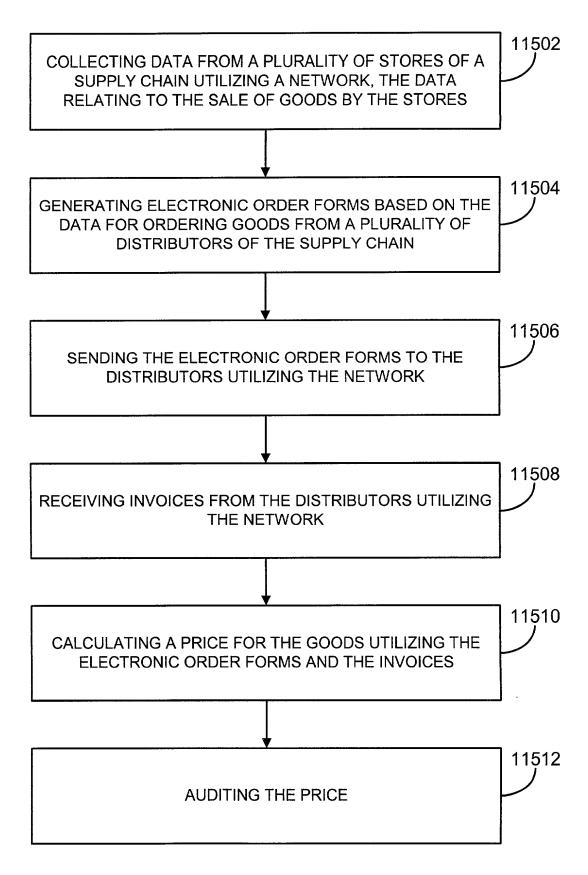


FIG. 115

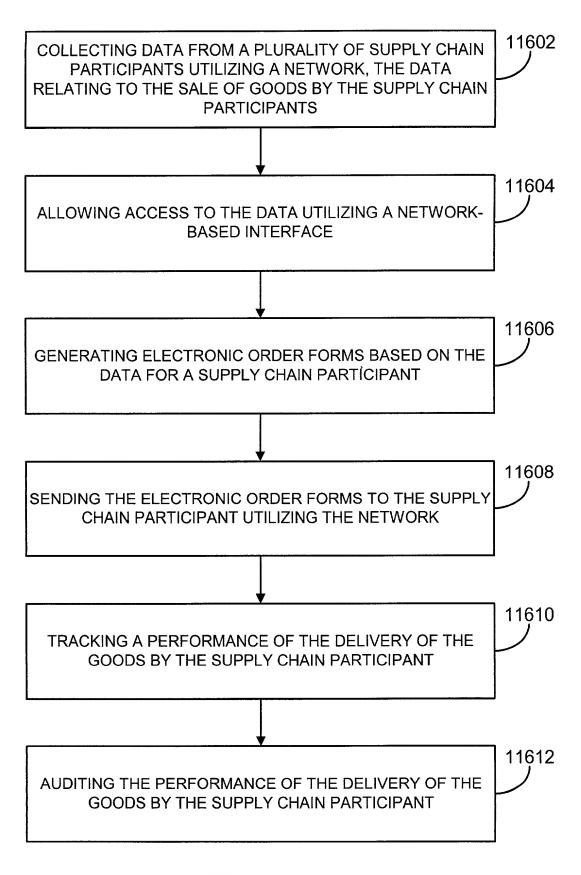


FIG. 116

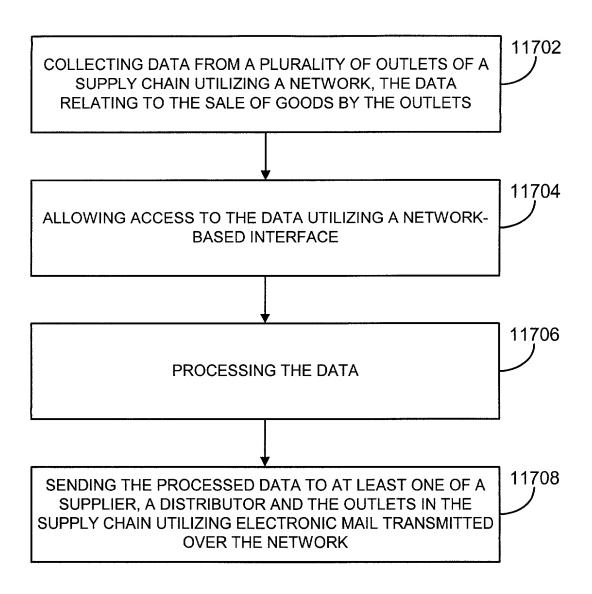


FIG. 117

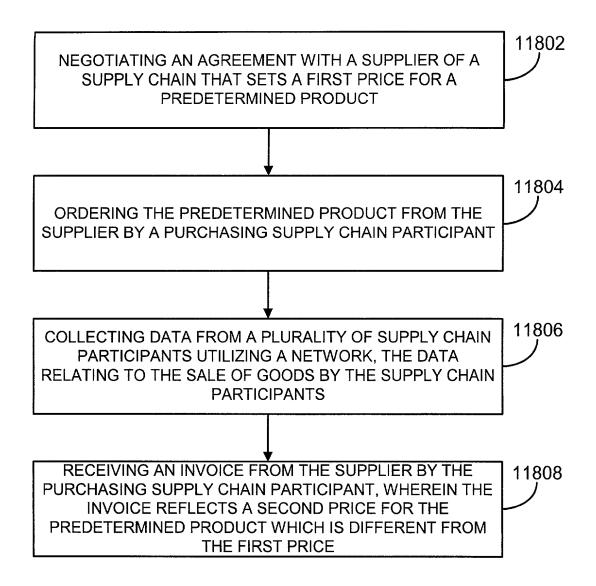


FIG. 118

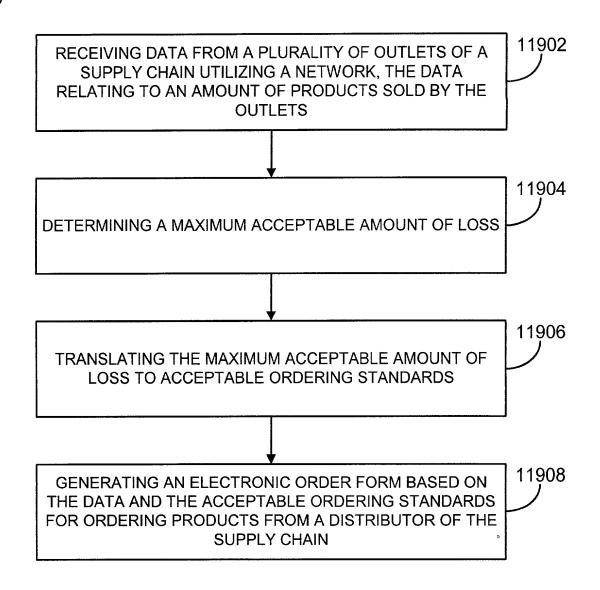


FIG. 119

12000

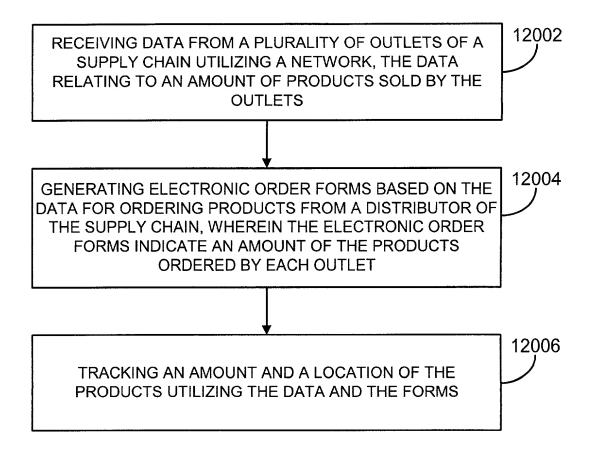


FIG. 120

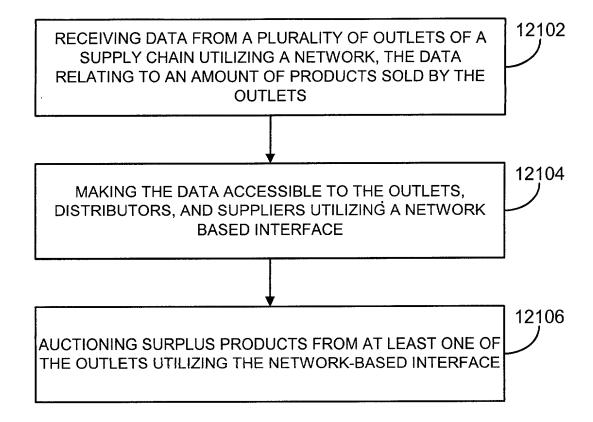


FIG. 121

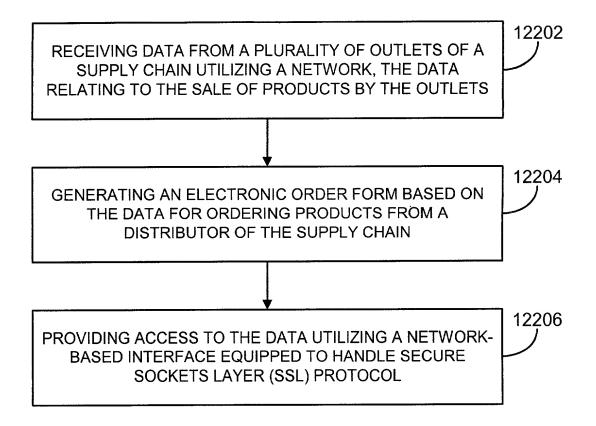


FIG. 122